





## PLAIN or FANCY... Butler is the lowest-cost way to build well

Planning a materials-storage facility in an industrial area, or a combination office-warehouse in the suburbs? With the Butler Building System you can build either—suit your budget or your building requirements—without sacrificing quality.

Butler buildings are particularly well suited to warehousing. The clear-span interiors—without a single column or truss—give you more usable storage space per square foot of floor area than traditional construction provides.

Pre-engineered, economically mass-produced Butler components eliminate costly preliminary engineering and custom fabrication. Precision-made, they permit fast assembly. Your new warehouse is

in business, earning profits, weeks—even months—sooner than traditional construction methods permit.

The load-bearing, rigid-frame permits economical curtain-wall construction. Butler metal panels, brick or other materials can be used to create plain or fancy exteriors. Expansion can be accomplished easily and economically. Banks of overhead doors can be installed without expensive, special columns or partitions.

Get the full story on Butler warehouses from your Butler Builder. Ask him to show you the special sound-slide film on warehouse planning and construction. He's listed in the Yellow Pages of your telephone directory under "Buildings" or "Steel Buildings." Or write us direct.



**BUTLER MANUFACTURING COMPANY**

7419 East 13th Street, Kansas City 26, Missouri

Circle No. 1 on Card, Facing Page 49, for more information

THE PROFIT LIFT GETS A "JET ASSIST":

# MORE PLANES MORE LIFT MORE SERVICE THAN EVER BEFORE!

## *3 reasons why— now is the time to get set for Jets!*

Today, Pan Am Jet Clippers\* carry passengers and mail.

In a matter of months, they will carry *cargo*, too.

And the time to gear your shipping operation to the Age of Jets is *right now*.

Right now, thanks to jets, Pan Am Clipper Cargo has *more planes available* than ever before.

Right now, thanks to jets, Pan Am Clipper Cargo has

*more frequent schedules* than ever before.

Right now, thanks to jets, Pan Am Clipper Cargo has *more cargo capacity* than ever before.

In short, Pan Am Clipper Cargo is a *greater buy* than ever before.

A phone call to your cargo agent, freight forwarder or nearest PAA office is all it takes to give your shipping department a "jet jump" on the competition!

### **ONLY THE PAN AM PROFIT LIFT GIVES BOTH SHIPPER AND CONSIGNEE ALL FIVE:**

Fastest delivery to all the world • World's fastest, surest reservations • World's most experienced air cargo carrier • World's most modern air fleet • "Doorstep" service from anywhere in the U.S.

**PAN AM  
CLIPPER CARGO**



\*Trade Mark, Reg. U. S. Pat. Off.

**FASTESt DELIVERY TO ALL THE WORLD**

*This advertisement first appeared in December, 1955.  
It is being reprinted by request.*



*in terms of human values...*



This Christmas, we at Spector-Mid-States are again privileged to make a significant contribution to needy charitable organizations in the name of our customers.

We are deeply gratified that our Christmas Observation Program so clearly reflects the attitudes of the men and women of the transportation community. For we, like you, are firm in our conviction that the true interpretation of the spirit of Christmas can be made only in terms of human values.

In furtherance of our Christmas observance policy, we have requested our scores of suppliers similarly to forego the sending of tangible gifts to any of us. A card, a note, a call . . . and a continuing interest in our growth and well-being . . . will make our holiday season a most complete and satisfying one.

And so, for the less fortunate who on this day will benefit from your Spector-Mid-States routed Christmas gift—Merry Christmas.



*season's greetings from the men and women of **SPECTOR**  **MID-STATES***

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December 1958

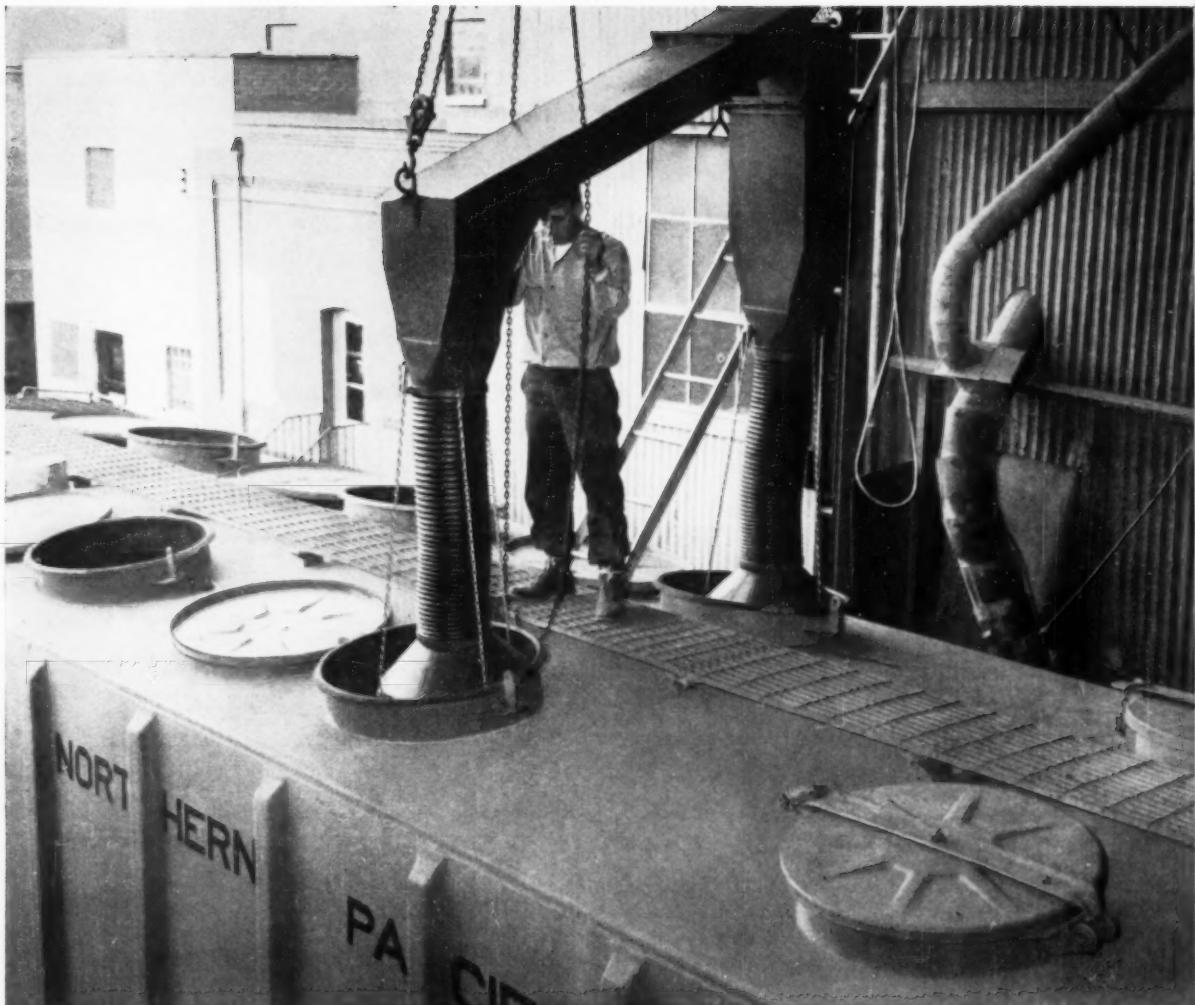
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1

**1 FILL 'EM UP!** Northern Pacific's jumbo covered hoppers carry up to 3000 cu. ft. of commodities such as malt, soybean meal, fish meal, silicon carbide, salt, lime, malting grits, animal feeds, starch, roofing granules, powdered coke, arsenic, fertilizer, sugar beet pellets and cement. For sanitary bulk shipment of goods for human consumption, NP offers its new airslide hoppers with plastic linings, weatherproof seals and low pressure air agitator for quick unloading.

**2 SNUG FIT!** Cookies, canned goods, electrical appliances and other loads requiring careful han-

dling are locked firmly in place in NP's new Damage-Free cars. A large shipper reports cookie damage cut to a minimum. Fewer cracks in the crackers, too!

3

**PIG PALACES!** That's what NP calls its unusual new all-steel stock cars with adjustable shutters for a weather-controlled ride. Roller bearings, shock-absorbing springs and heat-reflecting aluminum painted roofs guarantee lucky porkers a safe and sound trip to market.

4

**OPEN W-I-D-E!** Newest addition to Northern Pacific's big, versatile freight fleet are these 40-foot

# NORTHERN PACIFIC-



2



3



4

age-  
damage  
ers, too!  
unusual  
ters for  
shock-  
uminum  
safe and  
thern  
40-foot

box cars. Six-foot sliding door is ideal for grain loading. Open the "plug" door, too, and you have a 14-foot clearance—just the car for loading plywood and other lading with a fork lift.

Do you have a shipping problem? NP's special-purpose freight cars may be the answer. Send now for our free, illustrated pamphlet on Customized Equipment for special shipping needs. Write Otto Kopp, Vice President, Traffic, 425 Northern Pacific Railway, St. Paul 1, Minn.

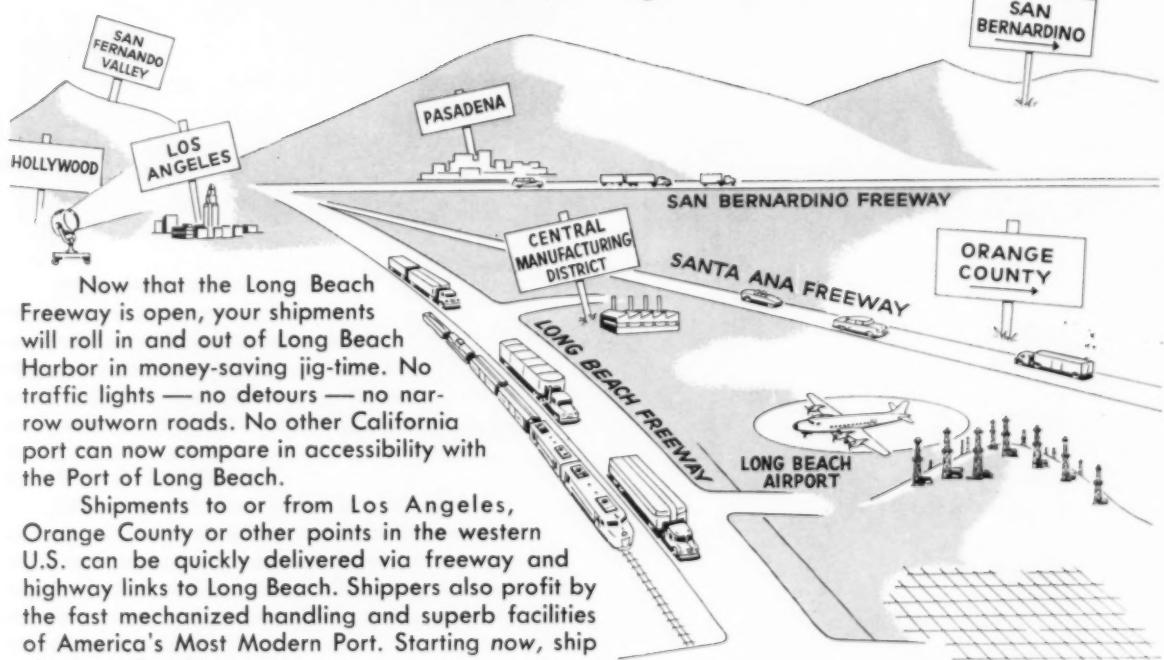


**really terrific!**

DECEMBER 1958

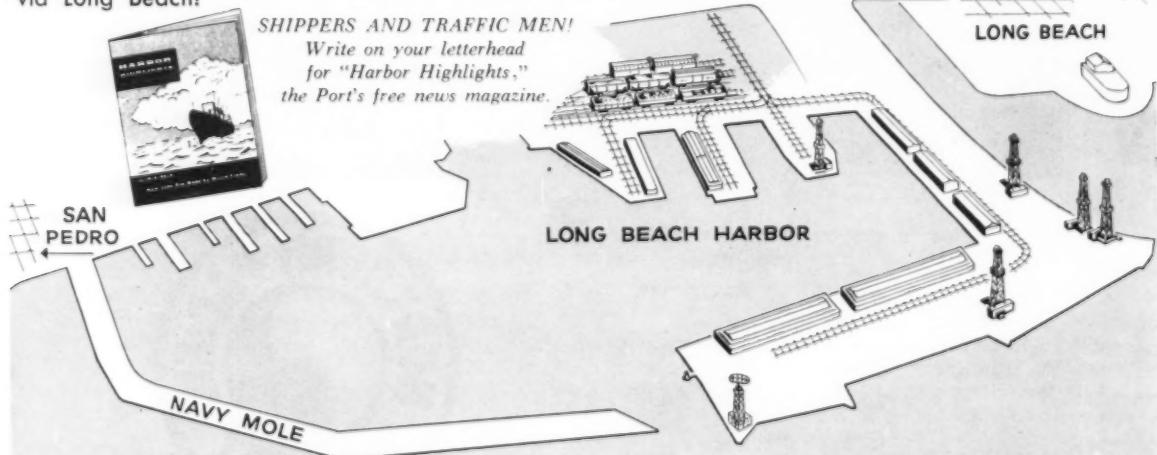
5

# New Way . . . . . to Cut Shipping Costs



Now that the Long Beach Freeway is open, your shipments will roll in and out of Long Beach Harbor in money-saving jiff-time. No traffic lights — no detours — no narrow outworn roads. No other California port can now compare in accessibility with the Port of Long Beach.

Shipments to or from Los Angeles, Orange County or other points in the western U.S. can be quickly delivered via freeway and highway links to Long Beach. Shippers also profit by the fast mechanized handling and superb facilities of America's Most Modern Port. Starting now, ship via Long Beach!



## PORT OF LONG BEACH

P.O. Box 570 • 1333A El Embarcadero Long Beach 2, California

Circle No. 2 on Card, Facing Page 49, for more information



## HOW DO YOU SPELL CHRISTMAS?

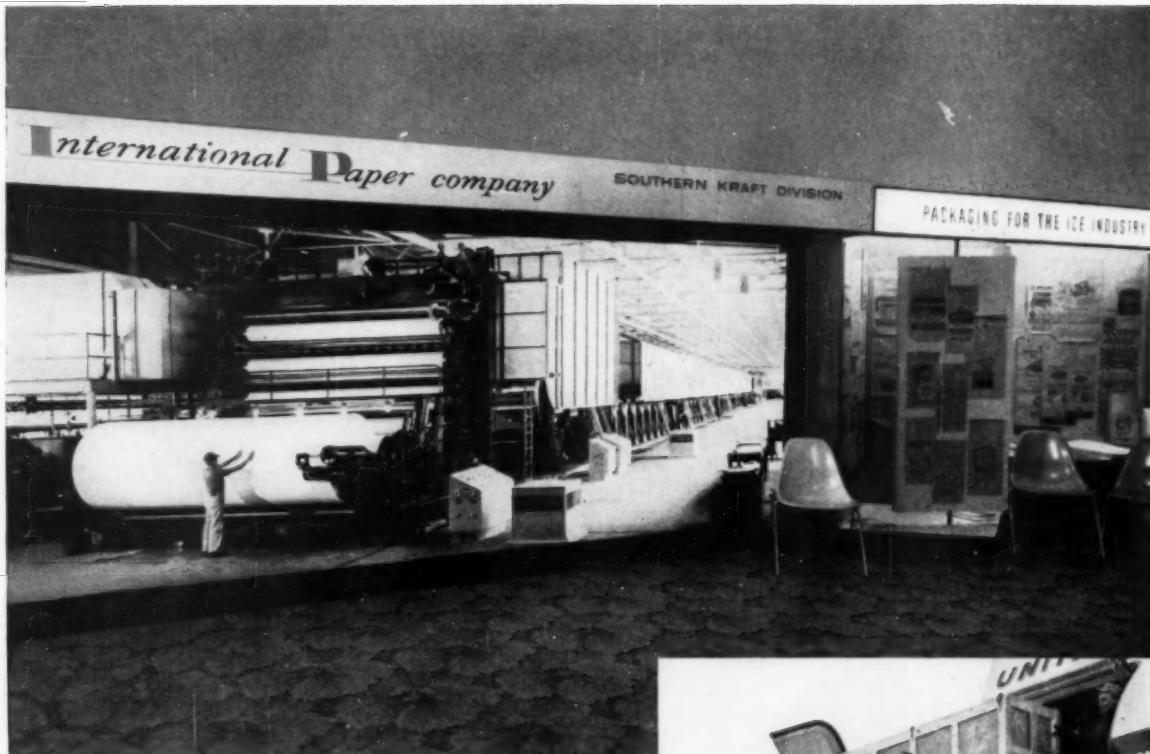
Seven years ago, Consolidated Freightways introduced a "New Look" in Christmas giving. A gift of learning...an ageless gift...to enrich the lives of future generations. Since then, 120 deserving young men and women have received CF Highway to Learning Scholarships. In the name of CF customers everywhere, they have been aided and encouraged in their preparations to build the future of tomorrow—today!

This year, another group of 24 high school graduates found "Christmas in September." They enrolled in the colleges of their choice and are now preparing themselves for a teaching career...to mould character, create skills and develop the brain power needed in our world of tomorrow. CF customers have enthusiastically endorsed this program and waived the traditional Christmas gift remembrance to make scholarships available. We know you join us in looking...with them...beyond today's horizons to meet the rapidly changing needs of the new atomic and space-age world.

They join us in thanking you...our customers...for an everlasting Christmas gift—consigned and dedicated to future generations.

**CONSOLIDATED FREIGHTWAYS, INC.**  
For Complete Motor Transportation Services





*Extra Care on  
United Air Lines Air Freight  
helps keep this display  
on the go!*

When International Paper Co. created the paper industry's largest transparency display (shown above), they faced a major problem: how to ship it to all the trade shows with maximum speed and care. They consulted United Air Lines.

That was a year ago. Today—30,000 miles and 18 trade shows later—they know they found the right *solution*. United's scheduling and kid-glove handling kept International's display on the go and in perfect condition.

Why not make United a part of your own distribution system? You'll enjoy the personal attention of veterans in the field, the scope and coverage of an 80-city airway, the speed and dependability of an all-radar fleet. Call the nearest United Air Lines office for information and Reserved Air Freight (guaranteed space).



*United's precise scheduling and careful handling of this giant display helped win thousands of new friends for International Paper at trade shows everywhere—people who wouldn't have seen the display otherwise.*



For service, information or free Air Freight booklet, call the nearest United Air Lines representative. Or write Cargo Sales Division, United Air Lines, 36 South Wabash Avenue, Chicago 3, Illinois.

**IT COSTS NO MORE FOR EXTRA DEPENDABILITY—SHIP UNITED, THE RADAR AIRLINE**



# CHUTING THE NEWS

## Common Carriers Begin Equipment Exchange As ICC Approves RCCC Interchange Plan

The ICC has formally approved the nationwide equipment interchange plan advanced by the Regular Common Carrier Conference to establish a damage-reducing, cost-saving system for general commodity tractor trailers.

Under the system, a truck-trailer can travel coast-to-coast or border-to-border and into Canada and Mexico without changing vehicles enroute. Carriers may now devise regulations and processes that will make the exact cost and benefits to be expected when interchanging trailers completely clear to all operators.

Approximately 350 common carriers are now participating in the interchange agreement. A 24-member committee has been elected to administer rules.

—DA—

## Conference Elects Solak

Meeting at South Bend, Ind., the Central Freight Claim Conference elected William Solak, of Midwest Freight Forwarding Co., Inc., conference chairman.

Also chosen for office in the special election were J. R. Whitney, of Blair Transit Co., first vice chairman; Max A. Wilson, Mercury Motorways Inc., second vice chairman; Miss Betty J. Sarver, of Freight Inc., steering committee member from Ohio; and John C. Miller, Consolidated Freightways, Inc.; steering committee member from Indiana. A special committee was appointed to investigate the matter of damage prevention in the motor freight industry.

—DA—

## TTMA Planning Meeting

The Truck-Trailer Manufacturers Association, Inc., will hold its annual convention at the Hollywood Beach Hotel, Hollywood, Fla., Jan. 25-29.

—DA—

## Transportation Course

A general course in transportation, lasting nine weeks, will be held at the Transportation Center of Northwestern University starting Feb. 2. The purpose of this program is to provide a broad understanding of the role of transportation in American life and the national economy. There are no academic prerequisites for the course.

*Daniel P. Loomis has been appointed chairman of the United States National Commission in the Pan American Railway Congress Assn.*

*(Please Turn Page)*

## Officers Elected at MCA Annual Assembly



New officers of the Movers Conference of America, elected at the 10th Annual Assembly, recently, are shown sitting left to right: Russell E. Garrett, member of the Advisory Board; L. A. Lorimore, president; Virgil E. Freeman, chairman of the Board; Robert J. Burwell, Advisory Board member. Standing, second row l. to r.: Otto Offenborn, vice president; Dilworth S. Woolsey, vice president; William S. Kutschbach, and A. A. Friedel, Advisory Board members. Third row l. to r.: E. S. Wheaton, Noble R. Steves, Advisory Board members; and John J. Rapp, vice president

# Chuting the News . . .

(Continued from Page 16)

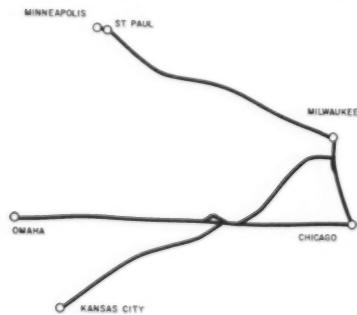
## Southern Shippers Form Motor Carrier Conference

The Southern Shipper-Motor Carrier Council was formed recently in Atlanta, Ga., at a meeting attended by 105 shipper and carrier representatives.

C. L. Denk, general traffic manager, of Fulton Bag and Cotton Mills, Atlanta, Ga., was elected president. Completing the new slate of officers are A. Ewing Greene, Jr., of Johnson Freight Lines, vice president; Paul P. Watkins, of the Georgia-Alabama Textile Traffic Association, secretary, and Paul Higes, of the Mead-Atlanta Paper Co., treasurer.

—DA—

## Milwaukee Road (CMSP&P)



As the new DA Piggy-Back Service and Routing Guide went to press (*DISTRIBUTION AGE*, October, 1958, p. 68) word was received that the Chicago, Milwaukee, St. Paul and Pacific Railroad would begin Flexi-Van Service on or about November 15. The map above shows area included in the new plan, and terminal points. A brief description of the program follows:

Plan 2 (rail-owned trailers), providing door-to-door service employing demountable vans. Freight is handled on rail billing, with truck rate and tariff features offered. Interline arrangement with the New York Central. Area served is between Chicago-Milwaukee on one hand, and Minneapolis, St. Paul, Omaha, and Kansas City on the other hand. Expansion plans include service to the Pacific Northwest areas of Seattle, Tacoma, and Spokane. Movement of refrigerated trailers also is being studied, along with additional interline arrangements.

*The ICC Bureau of Motor Carriers has eliminated the Section of Administration, established a Section of Field Service to administer the program of the field staff, and an interpretations staff to provide information on motor carrier regulations.*

—DA—

## Waterway Sites Growing

Industry is continuing its build-up of production facilities along the nation's inland waterways. According to a report of The American Waterways Operators, Inc., 131 construction and expansion projects were started in the third quarter of 1958. For the first nine months of the year this figure was 404, a total topped only by the 458 programs started in the first nine months of 1956.

—DA—

## Piggy-Back Developments

Illinois Central recently expanded its piggy-back service to include Omaha, Neb., and Sioux City, Iowa. The initial service is from Chicago and St. Louis. Plans are underway to extend the service from the Missouri River cities to IC points south of Chicago.

The Chicago, Burlington and Quincy is the latest railroad to inaugurate Flexi-Van service. Through rates with the New York Central are listed for service between eastern points and points in CB&Q territory. The Burlington also offers trailer-on flat-car service.

John D. Phillips, formerly a New York Central Transportation Co. vice president, has been appointed vice president of the Milwaukee Motor Transportation Co. He will direct the company's Flexi-Van operation from his Chicago office.

## CFTMA Marks 25th Year



At their Annual Meeting the Caster and Floor Truck Mfrs. Assn. celebrated 25 years of service to the materials handling industry. W. R. Thomas (left) is shown receiving the president's gavel from H. A. Ford, 1957-1958 CFTMA president. New CFTMA standards will be included in a manual to be published by the group.

## Caster, Floor Truck Mfrs. Mark 25th Anniversary

The Caster and Floor Truck Manufacturers' Association, as part of its recent Annual Meeting, marked the 25th anniversary of its founding.

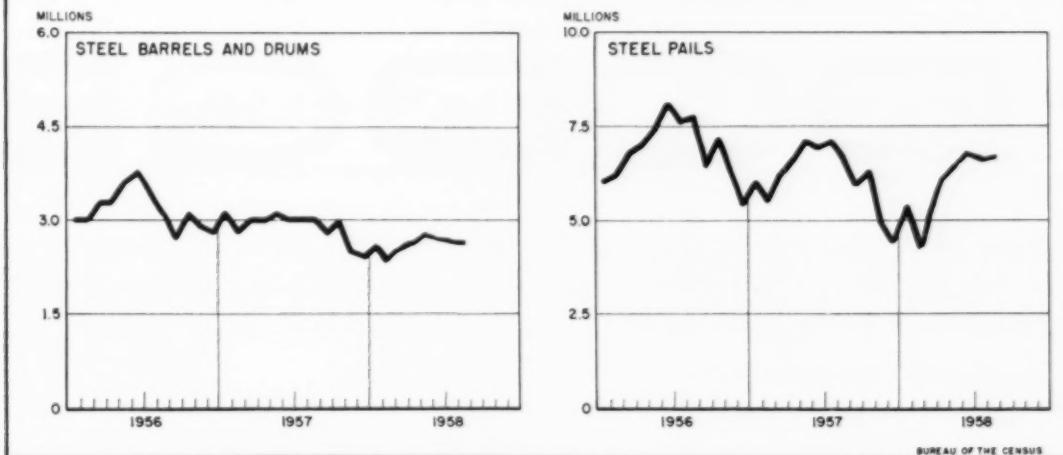
J. T. Foerth, controller of the Bassick Co., reviewed sales and profit trends since 1933, the year the association was formed. Then, sales totaled \$6 million. Sales for members of the association in 1958 are estimated at \$40 million.

During the Annual Meeting, W. R. Thomas, of Thomas Truck and Caster Co., was elected president, and L. T. Williams, Bond Foundry and Machine Co., vice president. New directors are: K. F. Heath, of Nutting Truck and Caster Co.; R. D. Mount, The Bassick Co.; W. R. Mitchell, American Pulley Co.; and H. A. Ford, Geneva Metal Wheel Co.

—DA—

*Paper and board production in the U. S. for 1958 probably will approximate the 30.7 million tons produced in 1957, according to the Pulp, Paper, and Board Industry Report for September.*

## SHIPMENTS OF STEEL SHIPPING BARRELS, DRUMS AND PAILS



Shipments of steel shipping barrels and drums in August totaled 2663 units, almost equal to July shipments at 13 per cent below August 1957 shipments. Shipments of 6441 steel shipping pails in August were 4 per cent below the total for August 1957

### Holtzer Elected President At DNA Annual Convention

James W. Holtzer was elected president of the Delta Nu Alpha Transportation Fraternity at the organization's Annual Convention in Minneapolis, recently.

Other officers elected include J. Y. Cassell, executive vice president; Maxwell Powell, first vice president; E. J. Tunney, second vice president; Bernard H. Ways, secretary-treasurer; and Robert Tissot, recorder.

The 150-chapter fraternity will plan different methods of promoting traffic education in a move to raise educational standards in transportation management throughout the coming year. Joseph C. Scheleen, editor of *Traffic World* magazine, was presented the Delta Nu Alpha Award for Transportation Man of the Year.

—DA—

United Airlines has signed interline traffic agreements with Nordair, Ltd., Saskatchewan Government Airways, TransAir Ltd., and Air Madagascar to provide transportation with a single ticket or air waybill.

### Horton Elected AWA Gen. Sec.

Donald E. Horton has been elected general secretary of the American Warehousemen's Association. He continues as executive vice president of the Association's Merchandise Division, also. Horton's election as general secretary fills the vacancy created by the resignation of William Dalton.

—DA—

Frederick H. Mueller has been appointed undersecretary of commerce succeeding Walter Williams.

—DA—

### Ports to Raise Rates

Eleven California ports have decided to increase charges for wharfage, dockage, and wharf demurrage and storage. The new rates, according to an announcement by the California Association of Port Authorities, will become effective in about three months. They will incorporate increases of 10 cents a ton on general cargo wharfage, 25 per cent on dockage and 10 per cent on wharf demurrage and storage.

### Faricy Receives NDTA Award, Pleads for Railroads' Future

William T. Faricy, past chairman of the Board of the Association of American Railroads, received the National Defense Transportation Association's Ninth Annual Award for distinguished service to the national transportation effort at the group's Annual Convention in St. Louis, Nov. 9-12.

In his acceptance speech, delivered by Daniel P. Loomis, Faricy told the Convention that the great strides being taken by Russia and Red China to improve rail transportation facilities should alert America to the "absolute necessity" of keeping railroad plants and equipment ahead of Communist countries.

—DA—

### HHG Carriers' Bureau Meets

The Household Goods Carriers' Bureau met recently at the DuPont Plaza Hotel, Washington, D. C. During the Annual Membership Meeting, a new Board of Directors was elected.

(Please Turn to Page 14)

# Now is the time to **DODGE**



New '59 Dodge Power Giants, "Job-Rated" for



**CONVENTIONAL** Models 400, 500,  
600, 700, 800, 900 — G.V.W.'s to  
30,000 lbs.; G.C.W.'s to 65,000 lbs.

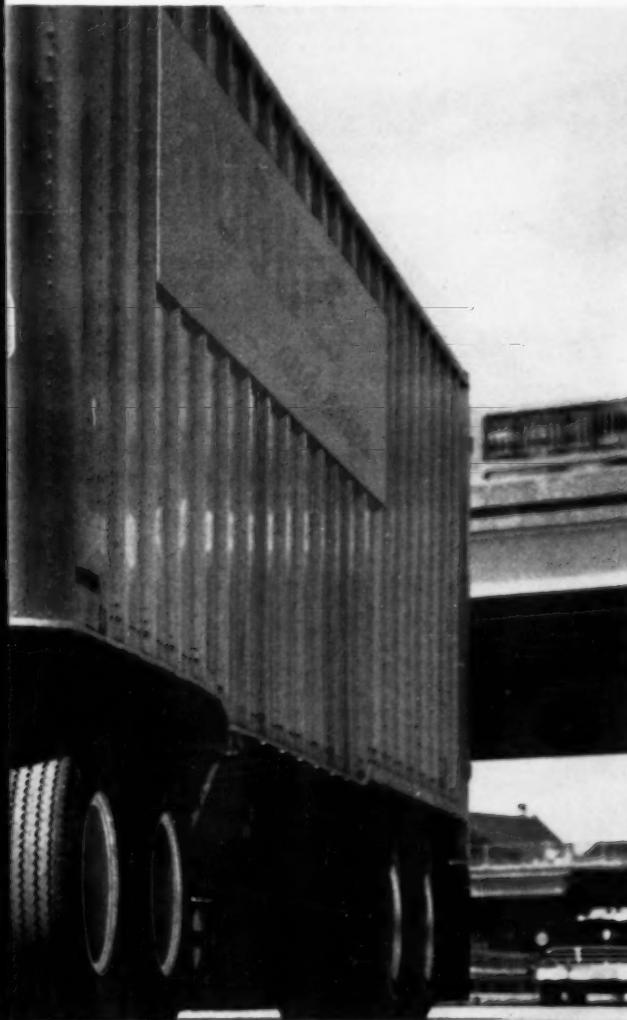


**TANDEM** Models T700, T800,  
T900 — G.V.W.'s to 49,000 lbs.;  
G.C.W.'s to 65,000 lbs.



**C.O.E.** Models C500, C600, C700 —  
G.V.W.'s to 25,000 lbs.;  
G.C.W.'s to 50,000 lbs.

# drive the new 1959 Power Giant



every trucking need



4-WHEEL-DRIVE Models W100,  
W200, W300, W300M, W500 —  
G.V.W.'s to 20,000 lbs.



FORWARD-CONTROL  
Models P300 and P400  
G.V.W.'s to 15,000 lbs.

Circle No. 3 on Card, Facing Page 49, for more information

**CHANGES . . .**  
**WHERE THEY COUNT!**  
**New performance!**  
**New comfort!**

Look into the cab—look into the chassis! Wherever you look in the new 1959 Dodge trucks, you'll find changes that *mean something*. New convenience, for instance, in suspended brake and clutch pedals, and hydraulically operated clutch. New heavy-duty electrical system. Greater dependability. Increased G.V.W.'s on tandems. Concealed running boards on medium-tonnage models.

You'll find new cab comfort, too, and better heaters. Plus new instrument panels designed especially for medium- and high-tonnage requirements.

Ask your dealer about all the new Power Giant advancements. And about the new network of Dodge Truck Centers that let him give quick delivery of any Dodge truck to meet your exact needs. Plus hurry-up parts service. See him soon!

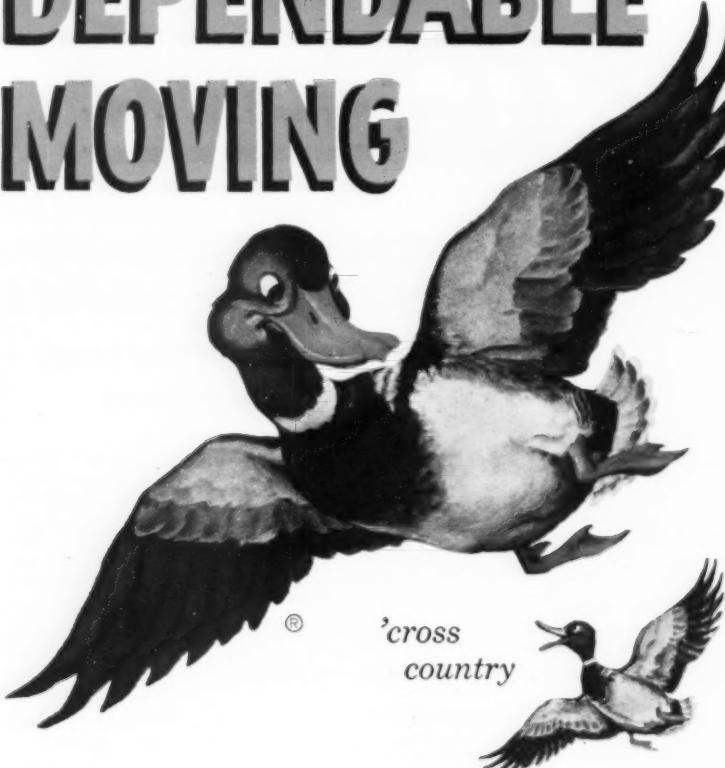
★ ★ ★

**Striking new Dodge low-tonnage models!**  
This spirited new Sweptline Pick-up leads a complete line of new 1959 Dodge low-tonnage trucks. Advanced models for every need, from 5,100 to 10,000 lbs. maximum G.V.W.



**TODAY . . .**  
**IT'S REAL SMART**  
**TO CHOOSE DODGE**  
**POWER GIANTS**

# DEPENDABLE MOVING



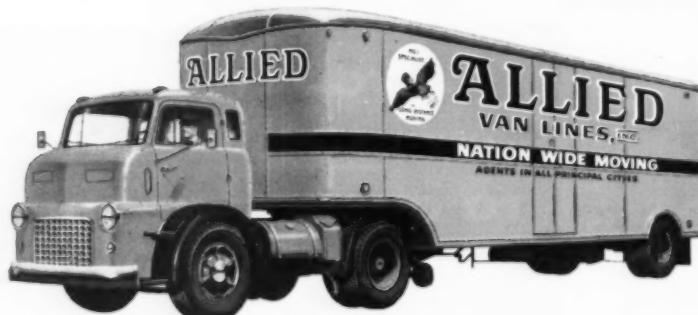
## "Allied's sure our good friend"

It's so much easier for you . . . and **safer** for your things when you move with Allied—the No. 1 specialist in long distance moving (packing and storage, too). He'll handle all the details, from packing bric-a-brac to arranging furniture. Your goods are moved with expert care, and **right on time!**

**FREE BOOKLET**—Ask your Allied Mover for your copy of "Before You Move," a helpful booklet on trouble-free moving. Look for his name in the Yellow Pages under "Movers."



## CALL YOUR ALLIED MOVER



ALLIED VAN LINES, INC. • WORLD'S LARGEST LONG-DISTANCE MOVERS

## ... News (Continued from page 11)

### News Briefs

Delta Air Lines has begun construction of a 5000 sq ft air freight terminal at the Atlanta, Ga., Airport to be completed by the middle of January.

The American Trucking Assns., Inc., will administer the M-H Equipment Co.'s essay contest on the subject of "Our Experience with Four-Wheel Carts." Contest is limited to members of the Operations Council-ATA, their member companies and their employees who are responsible for freight handling operations.

A plan for leasing power sweepers without capital expenditure has been announced by the Wayne Mfg. Co.

The Second Annual Great Dane Trailers-ATA Foundation Public Relations Awards will offer equal prizes in three classifications: gross annual sales under \$3 million, gross sales of \$3-7 million, and gross sales over \$7 million.

The Civil Aeronautics Board has granted conditional approval of a two-year lease agreement between Pan American World Airways and National Air Lines under which Pan Am jet transports would be operated by National over its New York-Florida route.

E. W. Harlan, president of Bruce Motor Freight, Inc., has been elected chairman of the Industrial Relations Committee of the American Trucking Assns.

The Baltimore and Ohio Railroad Co. has announced plans to install centralized traffic control between Halethorpe, Md., and Point of Rocks.

A nationwide leasing plan for transportation equipment has been announced by the Rollins Leasing Corp. The plan provides fleet operators with vehicles at a flat mileage rate.

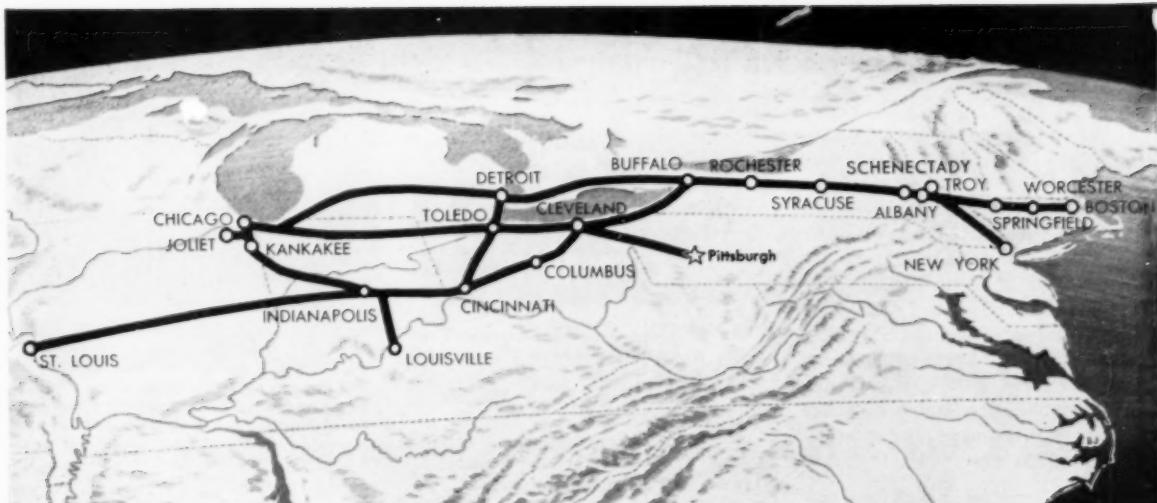
Recently proposed increases in parcel post rates fall short of meeting the requirement of the Federal law and should be properly increased before submission to the ICC, Alfred L. Hammell, president of Railway Express Agency, said in a statement filed with the Post Office Dept.

Over 2000 additional cargo vans a year may be carried by the Alaska Steamship Co. through ship changes announced at the annual agent's meeting of the line. A ship modification program has begun.

Clark Equipment Co. will build a factory in Michigan City, Ind., to manufacture truck trailers of its Brown Trailer Div.

Branch Motor Express Co. recently opened its Philadelphia area terminal in Pennsauken, N. J., on a ten-acre site.

(Please Turn to Page 16)



○ Flexi-Van Service now available  
★ Service to be announced

## Flexi-Van now serves 21 areas

**Rail-highway Service  
puts your plant and  
your customers on the  
main line of the New  
York Central.**

New York Central's Flexi-Van Service gives you the advantages of door-to-door pick-up and delivery, plus the speed and all-weather dependability of rail transportation.

Here's how it works: A Flexi-Van picks up your shipment at your

loading platform . . . it's driven to the railroad where the Van is shifted in only 4 minutes onto a specially designed flat car. Then your shipment rolls on one of Central's fast freights to the destination terminal —where it moves over the highway again to consignee's unloading platform.

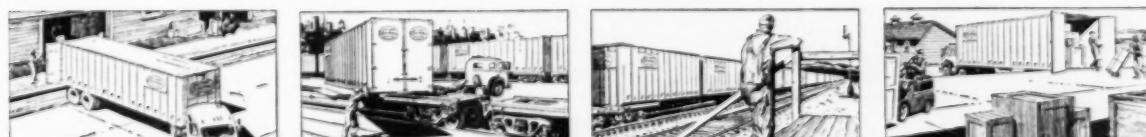
Because the Van goes on the train minus wheels, it rides low. And with a low center of gravity, your Flexi-Van shipment rides easy, on rubber cushioning and roller bearings, reducing damage potential to a minimum.

From pick-up to delivery, the whole shipment takes place under the Central's undivided responsibility.

You deal with one office only, receive only one bill!

Each Flexi-Van has a capacity of 2,200 cu. ft., yet minimum weights are low. Flexi-Van Service and rates may be "shipper tailored" to your product and to meet market situations. Rates are equal to or lower than other shipping methods.

Flexi-Van Service is easily adapted to special shipping requirements. All kinds of products already "go" Flexi-Van! Shippers use it to move egg yolks, magazines, TV sets and bulk sand, to name a few. Even an entire plant is being moved from one location to another (both off track) in 280 Flexi-Van loads.



From shipping platform . . . to rails . . . your freight highballs to receiver

A new concept in transportation, Flexi-Van Service gives you truck flexibility plus rail speed and reliability. Truly "packaged" door-to-door transportation saves you

warehouse and cartage costs.

For complete information on Flexi-Van Service — write or phone the Central office nearest you.

*Ask for FLEXI-VAN Service*

**New York Central Railroad**

# Chuting the News . . .

(Continued from Page 14)

## Advisory Board Assn. to Meet

The National Association of Shippers Advisory Boards will hold its postponed annual meeting Feb. 9-11 at the Sheraton-Jefferson Hotel in St. Louis. The Trans-Missouri-Kansas Shippers Board will be host. Originally scheduled for Oct. 7-9, it was delayed because of a strike of hotel workers in Pittsburgh, the convention's original site.

—DA—

## Legislative Line-Up

*Following is some of the major transportation legislation acted upon during the second session of the 85th Congress reported by the National Industrial Traffic League.*

### Passed

- S. 375—Motor Vehicle Ownership (Public Law 85-728).
- S. 377—Statute of Limitations (Public Law 85-762).
- S. 1386—Train Brake Rules (Public Law 85-375).
- S. 2020—Amendment Railroad Retirement, Social Security and Unemployment Insurance Act (Public Law 85-927).
- S. 3778—Transportation Act of 1958 (Public Law 85-625).
- S. 3880—New Federal Aviation Agency (Public Law 85-726).
- S. 3916—Dual Rates Extension (Public Law 85-626).
- E. Res. 303—Transportation Study (Presidential signature not required).
- H.R. 5836—Postal Rate Increase (Public Law 85-426).
- H.R. 9833—Amend Merchant Marine Act with regard to citizenship of corporations (Public Law 85-902).
- H.R. 12695—Transportation Tax Repeal (Public Law 85-475).
- H.R. 13450—Contained Supplemental Appropriations for I.C.C. (Public Law 85-766).
- H.R. 13856—I.C.C. Appropriations 1959 (Public Law 85-844).

### Failed

- S. 1313—Railroad Retirement Unemployment Legislation; passed Senate—failed in the House.
- S. 3899—Fourth Class Mail Size and Weight; Senate hearings.
- S. 3960—Motor Vehicle Mail Bill; Senate hearings.

## Club Briefs

Stephen Tinghitella, manager of Transportation Div., Commerce and Industry Assn. of New York, Inc., was the guest speaker at the December meeting of the Traffic Club of Newark, N. J.

At a recent meeting, members of Delta Nu Alpha, Newark Chapter 39, heard R. H. Graves speak on "Material Handling the Hand Maiden of Transportation."

F. A. Doepper, chairman of the Board of the American Society of Traffic and Transportation, Inc., recently gave an informative talk on the Society and its activities before the Illinois Chapter of the American Society of Traffic and Transportation.

Richard A. Knoppert spoke before a recent meeting of the Easton, Pa., Chapter 54, Delta Nu Alpha on "Selling vs. Traffic and Transportation."

The Chicago Transportation Club viewed a new film produced by International Harvester, "Taming a New Frontier," during their recent gathering.

The Traffic Manager's Conference of Southern California held their Annual Dinner as host to 600 guests.

Col. A. J. Mason, chief of packaging and materials handling for the Air Materiel Command, addressed the Eastern Div. of SPHE, Hillside, N. J., and discussed "Progress in Air Force Packaging."

## 50th Year in Warehousing



Ray M. King, president of King Storage Warehouse, Inc., is shown celebrating his 50th year in the warehousing industry at a party given in his honor by company employees. Pictured above King is his father, Frederick C., who founded the company in 1897.

## Association President



J. B. Nordholt, Jr., president of Webster Mfg. Co., Inc. (left), takes over presidential duties of the Conveyor Equipment Mfrs. Assn. from E. P. Berg, general manager, Pershing Road Plant, Link-Belt Co., past president

## Coming Events

- Dec. 2-4—National Freight Claim Council of ATA, Fall Meeting, Memphis, Tenn.
- Dec. 7-9—The Material Handling Institute, Inc., Annual Meeting, Roosevelt Hotel, New York City.
- Dec. 8-10—Industrial Truck Assn., Annual Meeting, Hotel Roosevelt, New York City.
- Dec. 10-11—Michigan Movers & Warehousemen's Assn., Fort Shelby Hotel, Detroit.
- Dec. 11—Assn. of Lift Truck & Portable Elevator Mfrs., Annual Meeting, Roosevelt Hotel, New York City.

### 1959

- Jan. 25-29—Truck Trailer Mfrs. Assn., Inc., Annual Convention, Hollywood Beach Hotel, Hollywood, Fla.
- Jan. 29-30—Private Truck Council of America, 20th Annual Convention, Sherman Hotel, Chicago.
- Feb. 1-3—National Wooden Pallet Mfrs. Assn., 12th Semi-Annual Meeting, Hollywood Beach Hotel, Hollywood, Fla.
- Feb. 9-11—National Assn. of Shippers Advisory Boards, Annual Meeting, Hotel Jefferson, St. Louis.
- Apr. 5-9—American Warehousemen's Assn. and (NARW), 68th Annual Meeting, Statler and Mayflower Hotels, Washington, D. C.
- Apr. 2-5—The Refrigeration Research Foundation, Annual Meeting, Statler and Mayflower Hotels, Washington, D. C.

### Shippers' Advisory Boards

- Dec. 10-11—Southeast, St. Petersburg, Fla.

—DA—

## REA Asks Rate Increase

Tariffs providing for 15 per cent increases in rail express rates and charges, with certain exceptions, have been filed with the ICC by the Railway Express Agency to be effective Nov. 11. The increases were authorized and the exceptions prescribed by the ICC on Oct. 17.

(Please Turn to Page 88)

**more for your 'rack dollar' because**



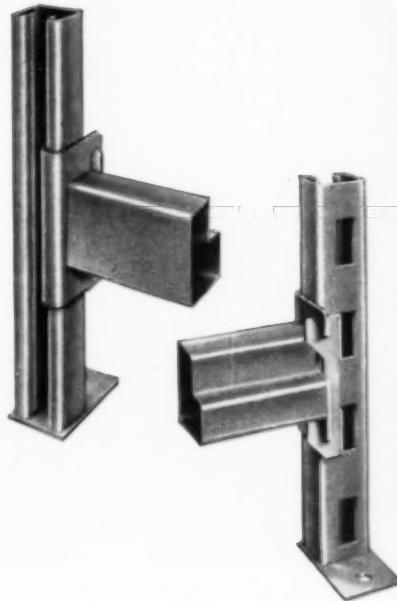
*American*

## **Slide-n-Lock adjustable**

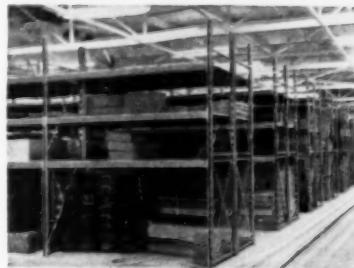
(Model SL-2)

## **STORAGE RACKS**

**give you more features...more value!**



View on left above shows the smooth line construction of the aisle side of post and stringer. There are no protruding edges to create hazards. View on right shows the rigid connection when the stringer is "locked" to the post. Both views show the "L"-shaped tubing (no open seams — it is a one-piece continuous welded tube). Stringers raise and lower like a window.



Stronger and heavier POSTS for greater resistance to shock and abuse . . . "L"-shaped — no open seam STRINGERS (see copy at left) . . . greater aisle safety (see copy at left). Double cross bracing — material always in tension and not compression, means greater rigidity. Racks can be adjusted to floor irregularities with turnbuckles. These are only a few of the many features of American Slide-n-Lock racks.

**send for catalog!**

**over 800 different sizes and capacities  
from 5 basic parts**

NO BOLTS



NO WELDING



IMMEDIATE DELIVERY



**AMERICAN METAL PRODUCTS COMPANY  
STORAGE RACK DIVISION**

5959 Linsdale Ave.  Detroit 4, Michigan

Circle No. 4 on Card, Facing Page 49, for more information

DECEMBER 1958



## A railroad with its own news service

You know how the great national news services operate: From all over the world their correspondents wire in the news as it happens. The central office edits the news and in minutes the teletypes are chattering it in newspaper offices across the country.

Chesapeake and Ohio has a similar system of its own. Movement of every car on C&O is wired at once to the Car Location Information Center

(CLIC for short). Then intricate electronic equipment processes the information and the location of each car is on the teletypes of the C&O Traffic Offices nearest to the shipment's origin and destination.

Whenever you ship over C&O, you can be sure of fast, dependable service. Route your shipments via The Chessie Route. Try CLIC — and see how it works to your advantage.

Would you like a copy of a booklet describing CLIC? Just write:

**Chesapeake and Ohio Railway**

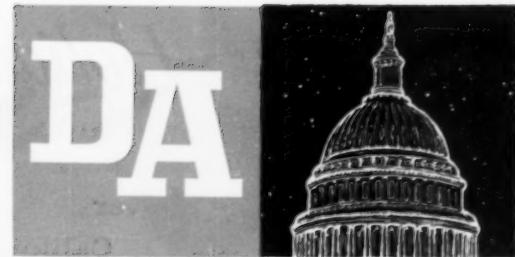
3800 TERMINAL TOWER, CLEVELAND 1, OHIO

SHIP C & O . . . AND WATCH IT GO!



# WASHINGTON

By Ray M. Stroupe, *Chilton Washington News Bureau*



**TRANSPORT RULES MAY TIGHTEN**—One result of the November elections may be stronger attempts to tighten U. S. transportation rules. With more Democrats seated, the Senate and House Commerce Committees may produce more bills for closer regulation. Four of the seven GOP Senators—Bricker, Ohio; Potter, Mich.; Purtell, Conn., and Payne, Me.—are gone from the Senate group. Missing from the House Committee are Reps. Wolverton, N. J.; O'Hara, Minn.; Hale, Me.; Heselton, Mass.; Beamer, Ind.; Carrigg, Pa., and Neal, W. Va.

**EXPAND WATERWAY SITES**—Industrial shipping on inland waterways is headed higher, American Waterways Operators' figures indicate. In the July-September quarter, more than 130 projects, including terminal and dock facilities, were begun or expanded along navigable waterways. Construction sites ranged westward from the St. Lawrence to Puget Sound. For the first nine months this year, new and expanded water-side industrial facilities totalled 404.

**REQUEST ICC LOAN SUPPORT**—Additional loan guaranty requests from the railroads await ICC action. The New Haven, which filed the first such request in October, asks the ICC to secure two loads amounting to \$2 million. Of this, \$1.5 million would be for shop centralization and construction; \$500,000 would be invested in maintenance-of-way equipment. The Susquehanna seeks ICC backing of a \$450,000 loan for new equipment and locomotive improvements.

**REPORT ON COTTON HANDLING**—Lift trucks are best suited for handling cotton bales in warehouses, the U. S. Agriculture Dept. has decided. A new marketing research report by the agency describes clamp-equipped trucks as efficient at unloading, stacking, and loading tasks. The report is entitled, "Handling Bales of Cotton in Public Warehouses—Methods and Equipment." It may be had from the Information Office, Agriculture Dept., Washington 25, D. C.

**ASK EDUCATION FUNDS**—Underway is a campaign to intensify the study of transportation as a memorial to a late federal official. A Thomas H. MacDonald Memorial Fund is being raised to honor the late Public Roads Commissioner, who retired in 1953. The Fund seeks \$1 million to set up a chair of transportation at Texas A. & M. College. Former Presidents Hoover and Truman are listed among campaign sponsors.

**PACKAGE MAIL TO RISE**—Parcel post packages and catalogs probably will be costlier to mail in 1959. New rates prepared by the Post Office Department would tack an average of 17.1 per cent on items weighing from one to 70 lb. The new schedules must have ICC approval. Raising rates by the scheduled amounts would boost revenues by \$88.8 million, the Post Office Department figures. Current annual losses on fourth-class mail are about \$88 million.

**TWO-CAR OFFER CHECKED**—The ICC has held up a Baltimore and Ohio plan to offer a special rate on a two-boxcar load of mixed freight. The rate proposed would be the 70,000-lb volume rate permitted now on two truck-trailers of freight loaded on a flatcar. No single commodity in the two-boxcar shipment could amount to more than 60 per cent of the full weight. The ICC, receiving protests from truckers, has suspended the planned rate under I&S Docket 6992.

**REA BOOSTS CHARGES**—Class-rate and commodity-rate increases are permitted the Railway Express Agency by the ICC. Rate hikes of 15 per cent, with exceptions, have been approved. A requested 15 per cent boost in carload traffic, however, was rejected. The ICC disagreed with an REA estimate that a general 15 per cent rate climb would add \$44 million a year in revenues. The Commission advised "more realistic and selective" rate treatment to build up traffic.

**FIRM TO BUY PLANES**—Air transport lines may get help from a new Washington firm in modernizing their fleets. This concern, General Aircraft and Leasing Co., Inc. will finance transactions in new and used planes, engines, and components. For example, it will be able to buy new jet planes and lease them to operators. The company's first large transaction is purchase of 25 DC-7 aircraft from American Airlines, with deliveries starting Jan. 1.

**TAX RULING ISSUED**—Materials handling equipment users will want to study a new government ruling on depreciation. It will apply to any company changing from the declining balance method to the straight-line method of figuring depreciation. A firm making the switch now must compute the salvage value of equipment in keeping with conditions at the time of change. The Internal Revenue Service explains this requirement in Revenue Ruling 58-420.

# Holiday Dinner

## Appetizers

ver

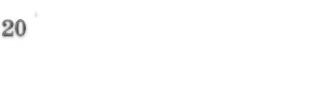
Louisiana shrimp cocktail

California crab meat

Michigan navy bean

## Soups

Rhode Island chicken noodle



# On the Line-



## Potpourri It Is

As of this writing, it's four to one in favor of variety, instead of a single topic, on this page. So, potpourri it is.

Thanks, sincerely, DA-ers, for this guidance.

## "A Prediction"

When the November DA issue reached us, we were stopped by an advertisement. Lots of advertisements stop us, and for various reasons—bright color, large size, big pictures, etc. But this one stopped us mostly because of an unusually placed headline and brief text in a lot of white space.

We can't forget it. Not for the above-mentioned reason—but because of the text. In case you missed it, we believe that—in the interest of shippers as well as the transportation industry—it is well within the ethics of good journalism to quote it in full.

*"A Prediction—I believe that the time is coming when all the wheels—the railroad wheels, the truck wheels, the air liner wheels and the wheels in the pilot houses—will be moving in closer concert for the good of agriculture and industry."*

*"I don't believe we need common ownership in transportation in order to work more closely together. I think that joint rate and service arrangements are just around the corner."*

*"I feel certain that we can have truly coordinated transport in this country, given reasonable initiative and at least a minimum of good will and good intent."*

The advertisement was signed by Guy W. Rutland, Jr., President, American Trucking Associations, Inc.

Surely, this proves the truth of a statement we've made many times: Transportation has reached the age of maturity. May it continue to grow in wisdom and practice to this nation, and show the world one of the best sides of America's industrial greatness.

## Note to Management

During the recent recession, a materials handling engineer in a West Coast plant was told

in a general memorandum, "Incomplete projects are to be stopped until further notice. Cancel all orders for undelivered equipment and materials. No new projects are to be undertaken until further notice."

He was quite upset. He went to his boss and suggested that one major project be exempt from that order.

"Not only will it save the company a lot of money when installed, but it will provide a competitive advantage when business gets going again," he explained.

The department head replied that the order came from the Board of Directors, and he had no intention of arguing about it.

For days, this engineer walked around in a daze. He told his wife he was going to quit, that he just couldn't sit around killing time. She snapped him out of it by asking why he couldn't build the needed component in the plant's shop, of existing materials.

That's just what he did.

Despite this, he still was not allowed to make the system changeover. "You have your orders," he was told. "Incomplete projects are to be stopped."

Days later, he showed his boss the home-made component. He explained that it was a much better unit than the one originally ordered. Then he suggested that it be patented and added to the firm's line of products. "It should open new avenues of business, especially now when things are slow," he added.

All that he got for his efforts was a bawling out. "No new projects!" the boss screamed.

That did it. Our boy blew his top and got fired. We say the company should fire the boss.

This engineer took his ideas with him. He got financial backing and, today, operates a small plant of his own. He has more orders than he can fill. So it looks as though he will succeed.

Suggestion to management: Before issuing such orders, review all pending projects at top level. Even after that, leave doors open for good ideas.

A Merry Christmas and A Happy New Year to All

*A. L. Greene*  
EDITOR



Tall orders—like this ten-ton spool of wire rope—are all in a day's work at Ringsby. One of Ringsby's 30 new open-top, removable side trailers—plus superb driving skill—rolled it across the Rockies, across half the continent without a hitch—right on schedule to consignee! The Ringsby Rocket fleet's matchless versatility, speed and safety stand ready to solve the toughest traffic problem you can pose. Big, heavy, fragile, perishable, or just plain *urgent*...LTL or TL...next time rush it Ringsby Rocket—the *fastest* distance between two docks.

**RINGSBY**  
TRUCK LINES, INC.

GENERAL OFFICES: 3301 Ringsby Court • Denver 5, Colorado

LINE OF THE ROCKETS



## These Users say *Hats Off* to Allis-Chalmers lift trucks



**You will, too!**

Let your dealer explain why users prefer Allis-Chalmers lift trucks—*why you will, too!* Allis-Chalmers, Milwaukee 1, Wisconsin.

**ALLIS-CHALMERS**



Circle No. 5 on Card, Facing Page 49, for more information

BH-74

"Our fleet of 14 Allis-Chalmers lift trucks lets us operate at costs much lower than we thought possible," says Al Williams, Supt. of an Illinois stevedoring company.



"They are brutes for punishment," says a Michigan production manager. "They lift weights well beyond their rated capacity, yet stand the punishment very well."



No major engine overhaul under 10,500 hours for our 19 Allis-Chalmers lift trucks says J. G. Wolfer, general traffic manager of a New York brewery.



## LETTERS TO THE EDITOR

### Percentage of Invoice Value

To the Editor:

We have recently been approached by a warehousing company that has offered to handle the storage and distribution of our products on a percentage of outturn basis, that is, we would receive one bill each month based on a percentage of the dollar value of the goods shipped by that warehouse for our account. This single charge would cover all normal warehouse services with the exception of local cartage.

We are wondering if you could tell us something of the history of this method of charging for storage and distribution and the basis on which the applicable percentage would be charged.

On the surface it would appear to us that any storage and distribution charges which did not take into consideration the amount of stock on hand in the warehouse concerned, could not represent a true cost for the services rendered.

K. M. BRANDIE

Traffic Supervisor

Nestlé (Canada) Ltd.

Toronto, Canada

The practice to which you refer has been engaged in by public warehousemen to a limited degree for a number of years, and more recently with the need for warehousemen delivering broken package distribution and maintenance of shelf stocks.

I have heard of a number of instances where a percentage of the invoice value of the goods basis has worked out quite satisfactorily.

It seems to me, however, that if such an arrangement between the storeroom and the warehouseman is to work out satisfactorily, there should be a minimum guarantee storage and handling charge sufficient to compensate the warehouseman for space and labor in the event that a particular stock does not move where the percentage value arrangement be solely to the benefit of the storeroom.

I do not have any information on actual percentages used in these arrangements.—John H. Frederick, DA Distribution Consultant

### Specs for Overseas

To the Editor:

Please send us a copy of the latest Industrial Truck Specifications.

Our associates, N. V. De Bataafsche Petroleum Mij., The Hague, The Netherlands, advise that they have a copy of Industrial Truck Specifications 1956-57, and have requested us to secure a copy of the latest edition.

R. B. ACKERMAN

Asiatic Petroleum Corp.  
New York, N. Y.

FASTER FREIGHT **Now...**

# OVERNIGHT

**Both Ways!**

between

**LOUISVILLE AND MEMPHIS**

**ML-2**

Lv. Memphis	9:30 P. M. Mon.
Ar. Louisville	10:30 A. M. Tue.

**LM-3**

Lv. Louisville	8:30 P. M. Mon.
Ar. Memphis	9:30 A. M. Tue.

*These schedules and connections result in new improved service to:*

- PADUCAH
- JACKSON
- NEW ORLEANS



**ILLINOIS CENTRAL RAILROAD**

*Main Line of Mid-America*

# HOWARD TERMINAL

OAKLAND, CALIFORNIA

**protects its properties**  
*Automatically gets better*  
**FIRE and BURGLARY**  
**protection and...**

*Saves \$19,000 a year*

#### SACRAMENTO, CALIFORNIA

Howard Terminal Drayage System, an added feature at this warehouse, provides on-the-spot convenience to shippers in the Great Central Valley district.



#### EAST OAKLAND, CALIFORNIA

Two blocks from the main North-South Freeway, this Howard Terminal warehouse is ideally located to serve the industrial area of southern Alameda County.

"Our savings in dollars, over many years of association with ADT, have been substantial; however, dollar savings are not the true measure of the excellent security and peace of mind afforded us by having ADT Protection Services here at Oakland and at our East Oakland and Sacramento warehouses."

VICE PRESIDENT

Modern and efficient in every respect — equipped with long freight car sidings, hundreds of thousands of square feet of storage space, and ample truck operating areas, Howard Terminal warehouses offer many advantages to customers and shippers.

Another benefit to customers is round-the-clock safeguarding of their goods and merchandise against fire or burglary through ADT Automatic Protection Services.

Central Station Sprinkler Supervisory and Waterflow Alarm Service will automatically notify the fire department in case of fire. ADT Burglar Alarm Service on doors, windows and other accessible openings will summon police automatically should burglars attack.

Mr. Howard's endorsement is typical of the comments of warehousemen from coast to coast who know from experience that ADT Automatic Services give better protection for property, profits, customers' goods and employees' jobs than can be obtained by other methods — and at less expense.

*May we show you what ADT can do for you?*

Whether your premises are old or new, sprinklered or unsprinklered, an ADT specialist will show you how you can save money while getting better protection against fire and burglary and other hazards. Call our local sales office if we are listed in your phone book; or write to our Executive Office.

Controlled Companies of

**AMERICAN DISTRICT TELEGRAPH COMPANY**

A NATIONWIDE ORGANIZATION

Executive Office: 155 Sixth Avenue, New York 13, N. Y.



Circle No. 6 on Card, Facing Page 49, for more information

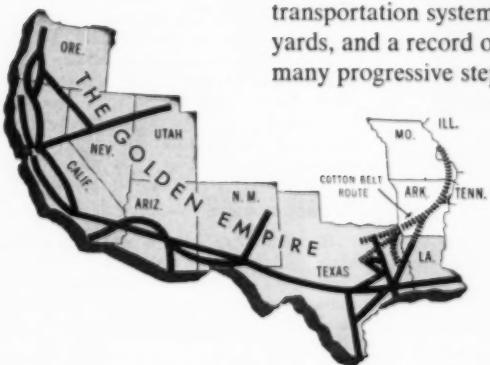
DISTRIBUTION AGE

Serves  
more of  
the West  
direct

# SOUTHERN PACIFIC



Via Southern Pacific, your freight shipments go *direct* to more Western markets, because S. P. serves more communities in the West and Southwest than any other transportation system. Electronic car locating and distribution systems, push-button yards, and a record order of freight cars of all types since World War II, are among many progressive steps at S. P. that spell fast, efficient freight movement—the kind that wins shippers' confidence.



# Southern Pacific

SERVING THE GOLDEN EMPIRE WITH  
TRAINS • TRUCKS • PIGGYBACK • PIPELINES

# Why not join up with the Fastest Growing Coast-to-Coast Van Line...

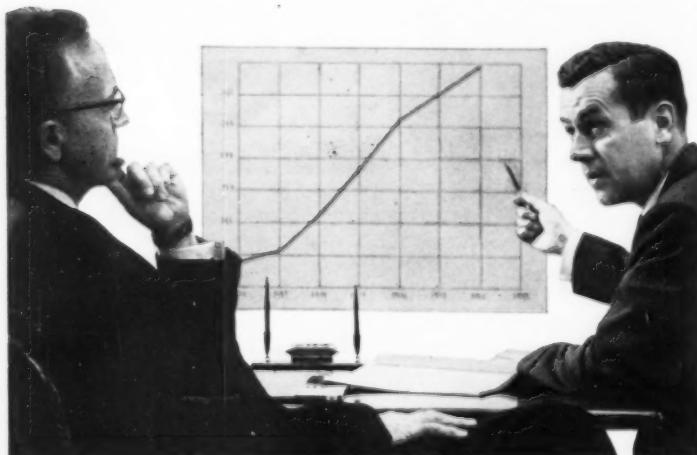


It's a significant fact that since 1952, NVL agents have enjoyed a 292% increase, while the other leading coast-to-coast carriers had an average growth of only 69%.

This growth pivots around NVL's policies, procedures, people, equipment and services... the things that create sales and profit increases.

When you join National, these are a few of the important advantages you can look forward to:

- Rates competitively lower than other 48-state movers.**
- No restrictions on your own hauling operation.**
- Complete nationwide system provides return trips.**
- Prompt settlement of claims, trips and commissions.**
- Imaginative advertising and merchandising programs that get results.**



## FIND OUT HOW YOU CAN GROW WITH NATIONAL

### National Van Lines, Dept. DA-L8

Broadview, Illinois

Please send me more facts about NVL

Name  (please print)

Company

Street

City  Zone  State

NVL is now considering the addition of new agents in certain key markets.

For details about an agency in your territory, call: Tom Williams, National Van Lines, Broadview, Illinois, or drop this coupon in the mail.

©1958, NATIONAL VAN LINES, INC.

## MEN IN THE NEWS

### Traffic

William T. Davidson—promoted to director of transportation, National Gypsum Co., Buffalo, N. Y.; Harry B. Polson—promoted to general traffic manager.

J. A. Griffin—assistant general traffic manager-railroad rates; H. P. Simpkins—assistant general traffic manager-general services and transportation research; and E. H. Wirtz—assistant general traffic manager-for-hire motor carriers, Swift and Co., Chicago.

Ralph B. Harlan—appointed director of freight traffic for the California Mfrs. Assn., Los Angeles.

John S. Hafner—is the new general traffic manager, Algoma Steel Corp., Ltd., Sault Ste. Marie, Ontario, Canada.

D. R. Abrahamson—named traffic manager, the Bon Ami Co., New York.

Elmer H. Olson—becomes assistant traffic manager, Chicago; George B. Peck—traffic manager of the Signal Mountain Div., Chattanooga, Tenn., for General Portland Cement Co.

James E. Brennan—promoted to traffic supervisor, Cleveland Works, Jones and Laughlin Steel Corp.



Donald Soule—promoted to traffic manager, Lyon Metal Products, Inc., Aurora, Ill.

John A. Boosey—appointed traffic supervisor, Gulf State Utilities Co., Beaumont, Texas.

Harold E. Moors—enters firm of Wright-Moore Associates, Syracuse, N. Y., which specializes in commercial traffic and transportation management services.

Frank Jennick—is the new assistant eastern regional traffic manager, Donald Halliday—midwestern regional traffic manager for Thomas J. Lipton, Inc., Hoboken, N. J.

C. S. Decker—manager of the General Traffic Dept. of the Borden Co., New York, announces that the department has ceased to handle details of operational transportation matters.

### Transportation—Air

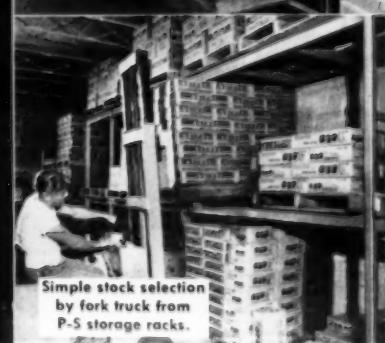
H. Don Reynolds—elected assistant vice president, American Airlines, New York; William S. Johnston—new manager-cargo marketing analysis; R. R. Huber—market promotion specialist.

(Please Turn to Page 60)

# REDUCE TERMINAL DAMAGE to Consumer Goods



Large storage area with products tiered to ceiling height for maximum utilization of warehouse space.



with the  
**NEW  
LOW  
COST**



SERIES

**58**

PAT. APPLIED FOR

## STORAGE RACK

Movement of materials and merchandise in all-purpose truck terminal warehousing requires the right handling and storage equipment to reduce costly damage to stock.

That's why warehouse traffic men have found that the completely new design, low cost P-S 58 rack has no equal for the safe, economical storage of any kind of materials, light or heavy, industrial products and merchandise enroute to plant or consumer outlets.

P-S 58 racks can be assembled in a matter of minutes, without use of tools, and dismantled just as easily. There are no small pieces, just two parts: the vertical panels and the shelf members which snap into panel slots to form the desired shelf openings, and lock to give rigid, no-sway support.

Racks are built to customer specifications of heavy duty channel steel for use with pallets, skids, boxes, or barrels.



DESIGNED AND MANUFACTURED BY

*Palmer-Shile Co.*

16054 FULLERTON AVE., DETROIT 27, MICH.

144 Old Colony Ave., BOSTON 27, Mass., Andrew 8-3634 • 1209 Burlingame Ave., BURLINGAME, Calif., Diamond 2-0823 • 15 South Austin Blvd., CHICAGO 44, Ill., Austin 7-8599 • 580 East 200th Street, EUCLID, Ohio, Ivanhoe 6-3150 • 202 Genesee Bank Bldg., FLINT, Michigan, Cedar 8-6881 • 2609 S. Broadway, FORT WAYNE, Indiana, KENMORE 5408 • 1224 No. Capitol Ave., INDIANAPOLIS 2, Indiana, MElrose 5-2587 • 6440 Fleet St., LOS ANGELES 22, Calif., RAYmond 3-3733 • 647 W. Virginia St., MILWAUKEE 4, Wis., Broadway 1-9860 • 5107 Columbia Ave., ST. LOUIS 9, Mo., PRespect 1-1474 • 199 Main St., WHITE PLAINS, N. Y., White Plains 6-1354. Export Division—75 West Street, NEW YORK 6, N. Y.

Circle No. 7 on Card, Facing Page 49, for more information



# What do you want to know about your shipment?

**WHERE IT IS? WHEN IT WILL GET THERE?** Your Erie traffic representative can answer your questions in a hurry. If the information you need isn't *already* at his fingertips, he'll *get* it — fast — through Erie's "Quick Action" car locator service. It's another important example of Erie's complete **customer service** — developed to anticipate customers' needs,

provided to further assure the dependable rail service you want. These two words, **customer service**, represent our way of running a railroad — of matching operations of every department to your shipping needs. For a "demonstration" call your nearest Erie man the next time you ship to or from the important industrial area served by the dependable Erie.



## Erie Railroad



*Dependable Service For The Heart Of Industrial America*

By John H. Frederick  
DA Distribution Consultant

**H**OW SERIOUS is the threat of railroad nationalization in the U. S.?

This question is heard more frequently now than it has been for some time. The answer is just this: Very serious, probably more serious than at any time in the last 50 years!

The United States is the only place where railroads are operated completely under private ownership. Elsewhere, they are, with the exception of the Canadian Pacific Railway, operated either as a government department or as a wholly government owned and operated corporation. Even the U. S. Government operates various nationalized transportation systems. They include the Panama Railroad, the Alaskan Railroad, the Military Sea Transport Service, and the Military Air Transport Service. But these national ventures in the field of transportation are of isolated, limited, or specialized character. In the U. S. the only transportation field generally invaded by government is urban transportation.

#### Government's Role

Transportation is historically a governmental function. We, however, have let out the job to independent and private carriers, in accord with our traditional system of private business and for reasons of efficiency. These carriers undertake to furnish service at reasonable rates in return for the opportunity to earn a fair return.

It follows that government, to which the function belongs, must retain regulatory control. We thus have a private industry vested with a public function. Being realists, we must recognize that we cannot solve the resulting conflicts by establishing wholly free transportation. For the sake of our American way of life, we must not permit it to become wholly slave. Thus the threat of railroad, and subsequently all transport, nationalization is a permanent thing. It is always with us.

DECEMBER 1958 . . . Vol. 57, No. 12



## Nationalization-It Can Happen Here!

**Nationalization of our railroads, a constant danger, would only lead to nationalization of all transport and industry**

What makes the matter so serious, in a country such as ours, is that this nationalization is an insidious thing. Attended by some element of necessity, it comes so gradually that almost before people are aware of what has happened, the railroads are nationalized. Then, as in Great Britain, nationalization spreads to other forms of transportation. No examples of better services, lower rates or fares, greater efficiency, or better financial results are to be found in nationalized transportation.

Nationalization could come about here almost by default. The danger signs can already be seen. They are:

1. Shippers apathy on nationalization. Certainly it would be absolutely against their best interests but they do not effectively present their views or even do a thing about it.

2. Apathetic railway security owners, or owners who feel that nationalization will give them greater security for their income.

3. Labor unions favoring nationalization on theoretical socialistic grounds, as a remedy for "unsatisfactory working conditions," or with the feeling that "the gov-

ernment would be an ideal employer."

4. General public opinion unfavorable to railroad management. In Britain railroad nationalization stirred little public opposition.

5. Government subsidization of transportation competing with the railroads. Transportation was the first great industry to be threatened by nationalization. This threat has been continued by taxation which has taken increased parts of net earnings from private owners, and by regulation which has transferred functions of management from railroad officers to government authorities. In the process, taxes collected in part from the railroads have been used to build waterways, highways, and airways that compete with the railroads. Now the government owns more of the transportation facilities than private capital does.

6. Regulation under which railroads cannot take advantage of their inherent cost advantages or obtain earnings that will attract private capital. A continuing supply of investment money is needed to keep railroad properties equipped with modern facilities.

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WHAT IS IT?

WHERE IS IT FOUND?

IS IT ADEQUATE?

ON WHAT SHOULD IT BE BASED?

# National Transportation Policy

## Part II

By James K. Knudson

THE PRESENT National Transportation Policy, once only a preamble or prologue, is today tied tightly to the Interstate Commerce Act.

Both Congress and the Supreme Court have played active roles in strengthening the Policy as a concern for the Interstate Commerce Commission. The ICC is to consider it in each deliberation. But is this possible?

When the segment of the National Transportation Policy now appearing in the Interstate Commerce Act came up for debate in the House of Representatives in 1940, Congressman Houston of Kansas voiced what proved to be the prevailing sentiment of Congress. His statement is printed on the opposite page.

### True Today

Eighteen years later, it can be said the congressman exercised an unusual amount of prophetic perspicacity. What he said is truer than ever today.

There can be no doubt that Congress in enacting this statute regarded it as the foundation of the Interstate Commerce Act, to which it was a preamble. Congressman Wolverton, an active proponent of the bill, so stated:

"The one and only thought that dominated the committee was to formulate legislation that would be helpful to all forms of transportation and in the public interest . . . Nothing could more

clearly set forth the fundamental purpose of this legislation and the desire to preserve the inherent advantages of every form of transportation than the declaration of this committee in the bill as to what should be our national policy in this important matter. (Congressman Wolverton here read the declaration of policy.)

"That declaration of policy is the foundation upon which this bill has been drawn. In no particular does any provision of this bill deviate from it in the slightest degree; each provision and all of them taken together do nothing other than make that declaration effective as a national policy. With the administration of the act in accordance with the spirit and intent of the act no unfair or unjust advantage can be gained by one means of transportation over another."

The Policy, however, was put in the Act on an eye-open basis. This is evident from a statement by Senator Wheeler. He said:

"We put declarations of policy in most of the legislation that has passed recently, but I am frank to say to you that I never felt that a declaration of policy in any legislation has generally meant very much. When you come to the rate-making provision and when you put in that they are to fix rates and give them the power to fix rates and included in that the item of national defense, that is one thing.

This is the second in a series of articles written for DISTRIBUTION AGE by James K. Knudson. The author is a former administrator of the Defense Transportation Administration and a former member of the ICC Commerce Council.

We eliminated it and left the rate-making provision exactly as it is at the present time, and that is what should guide us . . .

"If you want my honest opinion about it, I just do not think, as a matter of law, that it really means very much. I never felt that way about any of these acts where we have written in a declaration of policy . . .

"The Supreme Court said that declarations of policy are not law but merely inducements for legislation, but declarations should not be disregarded . . . As a matter of fact, they are generally looked upon by the Congress of the United States as window dressing. If a declaration is specifically incorporated in a subsequent section it should have greater legal force."

In fairness to the senator it should be said that neither he nor his Committee took their ultimate stand on this appraisal.

### Reservations Ended

Any reservations congressmen may have had that the application of the Policy would be "merely an inducement for the legislation" were completely resolved by the Whittington Amendment. This amendment provided that "all of the provisions of this Act shall be administered and enforced with a view to carrying out the above declaration of policy."

In adopting this amendment and tying it to the Policy, Congress declared its intention that the Policy be a part of the Act. Railroads had proposed it. Congress

had enacted it into law; the President had approved the law. It now became the Commission's responsibility to apply it.

World War II cut across the horizon of early administration of the Act by ICC. It was not until after the war that Commission attitudes with regard to the Policy began to crystallize. At first, there was a somewhat passive resistance by the ICC in giving effect to the Policy in all actions taken.

#### Case-to-Case Basis

The Commission, since 1887, had acted, except for matters of car supply and safety, on a case-to-case basis. This method of regulation had its advantages. However, the overall effect of cumulative cases on factors of the National Transportation Policy had to be appraised by hindsight. Policy factors dealing with economy and efficiency of transportation means, fair wages, and equitable working conditions, destructive competitive practices, and the net effect of such case decisions on nationwide commerce, postal service, and national defense were seen only in review. The most the Commission could do was to summarize its decisions at the year's end and report to Congress.

Since most cases were of primary concern to limited groups, and since few cases involved transportation media and general problems, a true appreciation of the multifarious case decisions in terms of their effect on the National Transportation Policy was made exceedingly difficult.

Part of this passive resistance was produced by the feeling that proper administration and enforcement of the specific parts of the act would accomplish everything contemplated by the Policy.

#### The Court's Role

But, decisions of a quasi-legislative tribunal, such as the ICC, are subject to judicial review. It was not long before the Supreme Court began construing the effect of the National Transportation Policy. This was particularly true in cases where the Commission had given the Policy no declared effect. The Court's construction erased, in toto, the va-

## Nation Awakened

"Let me say that there is, in my judgment, no more important problem before the country than the transportation problem, and few that are more difficult to solve. I do believe, however, that the country is beginning to appreciate its importance and to see it in its entirety, and not merely its edges and angles and pieces.

"The essentials of the problem are beginning to come to light, and the need for dealing with it on broad lines and through some centralized and comprehensive form of control. Ultimately we shall find and apply the answer. We must think not solely in terms of railroads or waterways or highway vehicles or airplanes but in terms of transportation, and keep in mind the only important end, which is the general public interest.

"This control must concern itself with planning and prevention as well as with the cure of evils after they arise. It must deal with . . . the development of sound general policies affecting both service and rates. It must . . . promise the use of each agency of transportation, in cooperation with the others, primarily in the service to which it is economically best adapted; check the forms of endless chain rate-cutting or service promotion which have come to be known as destructive competition; and protect the public against unreasonable charges and unfair discrimination."

—Congressman Houston, 1940

lidity of any passivity of thought that might have been holding the Commission back.

Three justices declared in a dissent in *ICC v. Inland Waterways Corp.* that the Commission had declined to enforce the Policy. The Court also said that the ICC should have felt itself bound by the Policy even though this particular proceeding had been initiated before the Act passed.

In *McLean Trucking Co. v. U.S.*, a later proceeding arising out of a proposed merger and consolidation of certain trucking companies, dissenting justices again said that, in administering Section 5 of the Act, attention should be given to the "greatest possible accommodation between the principles of competition and the National Transportation Policy." In this case, the Policy was referred to even by the majority as the guide to public interest.

In *Eastern Central Motor Carriers v. U.S.*, the majority of the Court finally made it clear that both the courts and the Commission must refer to the Policy in

dealing with the scope of ICC regulatory powers. This case involved a rate dispute between railroads and motor carriers.

As the case went to the Supreme Court the issue posed was one of competitive intercarrier rates. But the Court did not decide the case under the narrow confines of the rate sections of the Act. It rather inquired first as to whether or not the Commission had properly considered all of the factors involved in the standards set forth in the Act. Justice Rutledge, speaking for the majority, stated:

"The Commission's task no longer was merely the regulation of a single form of transport, to secure reasonable and nondiscriminatory rates and service. It became, not merely the regulator, but to some extent the coordinator of different modes of transportation. With the addition of motor and water carriage to its previous jurisdiction over rails, it was charged not only with seeing that the rates and services of each are reasonable and not unduly discriminatory, but that

(Please Turn Page)

# ... Transportation Policy

(Continued from Preceding Page)

they are coordinated in accordance with the national transportation policy, as declared by the later legislation."

Thus the Supreme Court put the Commission on notice that the ICC orders would not be sustained in the future in the absence of affirmative evidence that the Commission had invoked the provisions of the Act in a manner that gave due consideration to the National Transportation Policy.

## Policy Is Law

It became established by these cases that the National Transportation Policy itself is an actual and component part of the Interstate Commerce Act. It could no longer be said that the Policy was "a mere inducement for legislation." It was law—hard, fast, and objective.

A more recent Supreme Court case (Cantlay and Tanzola v. U.S., et al, 115 F. Supp. 72) emphasizes this conclusion. The point of departure in this case was the ICC's failure to make findings relating to the National Defense factor of the Policy.

By congressional intention and court construction, the ICC now is faced with the legal requirement of administering the Policy as a component part of the Act, literally and constantly. It must do so in connection with cases and controversies which come before the Commission, regardless of

their scope. The Commission does not have the present right to ignore or to leave the National Transportation Policy out of consideration in any of its regulatory undertakings.

## The Denouement

Now we come to the denouement of this state of affairs.

All of the foregoing being true, one must ask: Can the Interstate Commerce Commission accomplish what is required by that segment of the National Transportation Policy which it attempts to administer and enforce.

As one who has been on the bench, in front of the bench, and sometimes almost under the bench of this tribunal, I believe that, in many respects, administration and enforcement designed to accomplish the stated aims and intended results of this isolated segment of Policy is an impossibility. I do not deride the statute. I do not assail the men who daily wrestle with its administration. I do say that their talk, so far as the Policy is concerned, is virtually hopeless.

## Passenger Service

Consider first passenger transportation. The most comprehensive transportation need of the nation's commerce, its postal service, and its defense is adequate passenger train transportation. Much commerce could not be car-

ried on adequately without it. There are still millions of people in this country who have never traveled by air. Hundreds of thousands still rely upon passenger trains for their transportation needs. The postal service, though largely diverted to highway and airline carriage, still must have rail passenger trains for a complete service. The national defense, viewed against the background of two world wars in which railroad passenger service possibly has spelled the difference between defeat and victory, would be ineffectual without such service.

The Railway Express Agency, which has lost much traffic to the socialized Post Office, cannot serve without passenger trains.

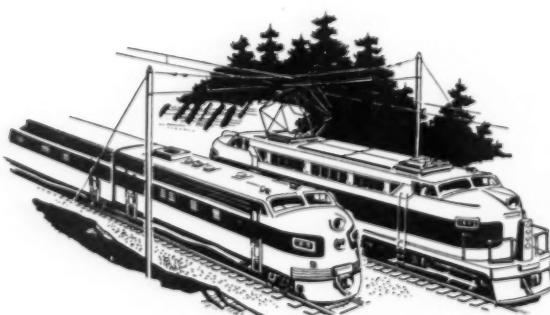
In the face of these declarations, what is the status of rail passenger service? Its operations are several hundred million dollars in the red. It is ancient and decrepit in some of its performance and it has finally reached the point that an ICC examiner has predicted its demise by 1970.

Is this the fault of the ICC? Has the ICC failed in its responsibility to preserve this mode of transportation for the purposes declared by the National Transportation Policy?

## Uncontrolled Forces

It could be argued that the ICC should have been bold, imaginative, incisive, and mandatory in the face of forces that have brought rail passenger transportation to its present low. But, it is imminently more fair to recognize that forces over which the ICC has no control have brought about this situation.

One of these forces is the Post Office itself. It has taken over much of the head-end traffic that used to sustain passenger service. One force has produced the best network of highways in the world. Even now it is engaged in improving this system by overall expenditures that will almost exceed the valuation of the principal U.S. railroads. The ICC could not have stopped this trend if it had wanted to. Neither could the Bureau of Public Roads. Another force was at work producing ve-



hicles of all kinds to traverse these highways. Presently there are almost 70 million of them. This is another force the ICC could not stop. It is part of our way of life.

Another force has caused the construction and maintenance of airports throughout the country in large part at government expense. Their use by commercial airlines has received government encouragement. The ICC could not have stopped this. Neither could the civil aeronautics agencies. However, they might have worked more closely together to produce orderliness in transition from ground to air travel.

Still another force has increased railroad expenses. Expenses for operation of its passenger department have risen to the point where airline and bus rates at times are less than rail rates for similar distances. This force could only have been stopped by the ICC if it had let the railroads go even further into the red in passenger operations.

Therefore, it becomes clear that the intention of Congress, stated in the National Transportation Policy, has not been and is not now capable of solving this problem. The conflicts that have been created by legislation and appropriations in other fields have defeated that segment of the National Transportation Policy administered by the ICC.

#### Promoting Safety

Consider next the charge within the Policy to promote safe transportation service. Almost 40 thousand lives are taken annually on our highways. These are a direct result of transportation practice largely beyond ICC control. The property damage and personal injuries on our highways are even more shocking.

The "safety" that ICC can promote can only be as good or as thorough as that of traffic not under the ICC. Consider the fact that a truck moving under ICC regulations cannot legally be driven by an operator who has had a drink. That same "sober" truck driver, however, may encounter 10,000 "exhilarated" private drivers whose driving is not

so regulated. The safety that he promotes under ICC regulation can thus be diluted 10,000 times by state laws and allowances designed to keep roadside taverns alive.

#### Economic Conditions

Or, consider the Policy obligation of the ICC to foster sound economic conditions in transportation on the one hand and "to encourage fair wages and equitable working conditions" on the other. If both of these facets of the Policy possibly could be administered together for the sake of the transportation community, there would be a much better chance for a just and reasonable relationship between them.

However, they can't be administered together. There is a labor policy that transcends transportation policy. If this were not so, we would not have "featherbedding" by labor on the railroads, "pillowstuffing" by stevedores at the ports, and teamster strikes in the trucking industry.

Since 1946, there have been more than two score increases in rail rates, assumably necessary to foster sound economic conditions. Each one was predicated on a wage increase. These wage increases were settled by a mediation board under NLRB principles and general labor practices. ICC apparently can only observe these negotiations from the distance, then raise rates to off-set them. The real controller of transportation policy in such situations is not the ICC at all. Congressional intent to foster sound transportation, from this view, is merely a drum to beat on.

Finally, consider the need under



the Policy to prevent "unfair or destructive competitive practices." How is the ICC to do this literally? Does a horse and buggy deserve protection from competition? Some of our forms of transportation may be in the process of becoming horses and buggies.

It is difficult to explain why rail transportation for instance now accommodates less than 50 per cent of the total intercity haul unless it is for the basic reason that other forms have outmoded railroads. And yet, it must be recognized that railroads are still of paramount importance in terms of commerce and the national defense. It follows, therefore, that the ICC must use its powers and prerogatives to keep them running in as healthy a condition as possible.

But the CAB is commanded to do this for airlines; and the Bureau of Public Roads has a mandate to build highways. The Corps of Engineers and reclamation, power, flood control and wildlife agencies are all charged with waterway improvement. Petroleum and gas must be moved by pipeline. Because of these conflicting interests, transportation policy is drawn into a vortex and loses its identity.

Maybe it is high time to take a searching, analytical look at all segments of national transportation policy and at all other policies, practices, theories, devices, and activities of government that bear upon this policy. Certainly it is getting to the point where at least the various segments of transportation policy themselves should be brought into common focus for microscopic study. •

# Packaging In Physical Distribution

Each year the shipper's job of selecting the best material and design for packaging his product is made more difficult by the growing choice offered by the container industry. Here are some of the newer designs



Teaming two versatile packaging products has created acid shipper

Cutaway of box in retailer's rack shows how batteries are filled



THE MAN on DISTRIBUTION AGE's cover this month appears to be pouring battery electrolyte into corrugated containers. He is.

This is made possible by the use of a lightweight, 5-gal polyethylene bottle developed for The Firestone Tire and Rubber Co. One of several new developments in packaging, this container has cut material costs and reduced weight.

The result of Firestone's new container has been a reduction of 60 cents per gallon in the price to dealers.

The polyethylene carboy, developed by Plax Corp., is put into the double-wall corrugated box as soon as the bottle is produced. Hinde and Dauch designed the box so that, when the flaps of the box are folded down, a series of cells is formed at the top of the bottle. The neck, however, can be reached without opening the box, thus permitting filling in 95 seconds. Once the bottle is filled, a polyethylene screw cap is turned down on the neck. A corrugated protective pad is secured in position and the acid is ready for shipment.

The retailer substitutes a dispensing tube for the screw cap. Then he inverts the bottle, still in its box, and places it in a metal rack. As a battery is purchased, it is filled from this dispenser.

The bottle and box weigh about 3 lb, compared with about 30 lb

for a glass bottle in a wooden crate. Filled the new container weighs less than 50 lb and is easily handled by one man.

#### Zirconium Sponge

In another operation, zirconium sponge, enroute to atomic reactors in pails, is protected by a polyethylene film liner. Carborundum Metals Co., Inc., is the user of the liners made by Bakelite and developed by Sello-Pak Corp. Argon gas is blown into the special package as an additional barrier against oxidation of the product.

Each metal pail is lined with the film prior to filling. The sponge then feeds out of a hopper into the pail. Next, the film is folded around the top of the sponge and sealed. The lid is sealed onto the pail and the pail placed in a wooden box for shipment.

#### Soap Products

Two industries are benefiting from a new container for shipping soap products. One is the Colgate-Palmolive Co., original user of the corrugated shipper, and the other is the household goods moving industry, a group which has found the cartons 12 x 12 x 18-24 in. a convenient size for packing china and glassware.

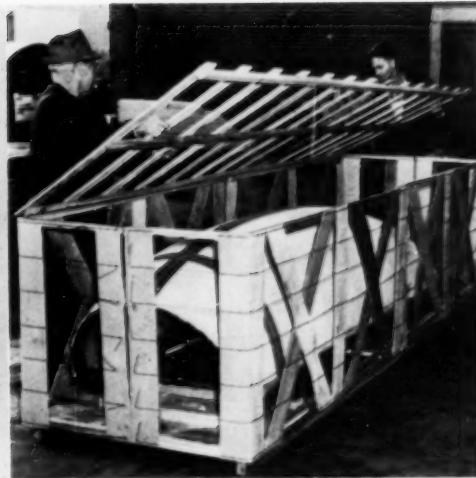
Four products of the Colgate Associated Products Department are shipped in these 50-lb containers. They are: Arctic Crystal Flakes,



Polyethylene liners are placed in pails to ship zirconium sponge



Colgate's tear-tape box can ship 50 lb of soap products



Four blanks, each consisting of half a side and half an end, are used in Lockheed canopy pack

Arctic Crystal Granulated Soap, Colgate Formula 40, and Colgate Low Foam Condensed Detergent. The new shipper can be opened by a tear tape.

Unlike the 140-lb cloth bags formerly used, the new containers can be handled by one man. They are also easier to handle in the warehouse. Soiling and wetting of the product is eliminated.

#### Canopy Package

A \$20,000 product in a \$15 package is the story of Lockheed Aircraft Corporation's new airplane canopy package. A canopy weighs 288 lb and measures over 12-ft long, 3-ft wide and 3-ft high. The new shipper is a prefabricated wirebound crate.

It consists of a specially engineered skid-type base with pre-attached blocking and four one-piece wirebound blanks. Each blank comprises one-half of a side and one-half of an end of the crate. Twisted wire closures join the blanks together.

Use of the new containers results in a saving of \$29.66 per unit when compared with the Lockheed-made nailed wood crates formerly used. The new container weighs 192 lb rather than 319 lb.

#### Nickel Alloy Pigs

Alloy Metal Products, Inc., is shipping nickel alloy pigs in palletized, corrugated containers that

can be fed into electric furnaces as a unit. The heavy-duty containers provide important savings in shipping charges, reduced handling time and trouble, and have eliminated pilfering. They have cut handling costs \$10 per ton.

Each container measures 39 x 29 x 8 in. and weighs 1300 lb loaded. Designed by the Container Corp. of America, it consists of a corrugated pallet securely glued to a heavy-duty corrugated container. Steel drums and wooden pallets formerly were used.

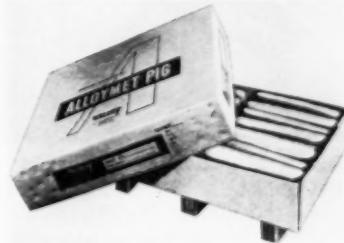
#### Packaging for Foam

Packaging of highly reactive chemicals used in making urethane foams was one of the problems solved recently by Allied Chemical's National Aniline Division.

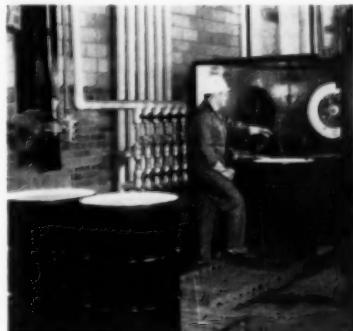
The diisocyanates used for making these synthetic, sponge-like foams react instantly with water to form a white precipitate. In addition they react with steel, oxygen, and other materials, resulting in contamination and discoloration. The needed container must seal the product off from every material with which it might react.

Steel drums were selected for their sturdiness. Then a lining had to be found. Epoxyphenolic lining material was selected. The Container Division of Jones and Laughlin Steel gives each drum

(Please Turn to Page 55)



Corrugated box on corrugated base is filled with ingots of nickel



Two coats of lining are needed in drums for shipping diisocyanates



Milk tanks are free from dust and moisture in new polyethylene bags



Fig. 1: Theodore Nicholson looks at cut-away of Best of Show pack



Fig. 3: William H. Robinson was first in class for fibre shippers



Fig. 2: C. D. Forbes, traffic manager, Macklanburg-Duncan Co., was the first winner of a Runner-Up Award. Long container holds tracks

IN THE 1958 National Championship Protective Packaging and Materials Handling Competition, held recently in Chicago by the Society of Packaging and Handling Engineers, seven leaders in packaging design were awarded first prizes.

Six of these were in Division I, Packaging, and one was awarded in Division II, Materials Handling

and Shipping. Here, selected from entries that included a wide range of packaging materials and techniques, are the first-prize winners.

**Best of Show** — The Harold Jackson Award Trophy for Best of Show was awarded to Theodore Nicholson, of the Curtiss-Wright Corp., Wright Aeronautical Division, after an expanded panel of judges broke the first tie vote in

the history of the competition. Nicholson's entry took first prize in Group VII, Military Packaging. The package consists of a fibre drum with laminated die-cut corrugated pads. It is a container for crankshafts of reciprocating aircraft engines. Dimensions are 21 in. in diameter and 40-in. high. Shipping weight is 275 lb.

By replacing a wooden box, this

## SPHE Takes

Prizes awarded in seven classes in National Championship Protective Packaging and Materials Handling Competition. Panels discuss new developments in distribution

# A Look at Integrated Shipping

package cut material costs from \$18 to \$8. Labor costs, formerly \$4.20 are down to 70 cents. Other reductions reported: transportation costs from \$18.60 to \$13.43, cube from 12.8 to 8 cu ft, and packing time from 90 to 15 minutes. The same pack is used for both military and commercial customers.

Nicholson reports that better protection of the expensive aircraft part is provided partly through better cushioning. The crankshaft is preserved against corrosion in P-2 preservative.

**Runner-Up Award**—The entry which proved to be such a strong competitor for Nicholson's was submitted by C. D. Forbes, traffic manager, Macklanburg - Duncan Co., Oklahoma City, Okla. Forbes took the Runner-Up Award. He placed first in Group V, General.

This package was designed for shipping a wide variety of building specialties such as lengths of metal weather stripping. A long box, it was made of a heat-formed paper-overlaid veneer and produced in a range of sizes. Widths vary from 3 to 10 $\frac{3}{4}$  in. Heights are from 1 $\frac{1}{2}$  to 6 in. Gross loaded weights range from 2 to 300 lb. The boxes are made up of 6 $\frac{1}{2}$ -ft telescoping sections.

The same package is used regardless of whether it is shipped by truck, rail, parcel post, air, or water. A big saving—66 2/3 per cent—has been reported in transportation costs. Labor costs, now \$1.255, were formerly \$2.375. Cube is reduced from 2.24 to 1.81 cu ft and tare weight from 26.8 to 9 lb. This container replaces a combination wood and paper-overlaid veneer package. The new boxes can be opened easily by customers and are suitable for use in the stockroom as bins.

## Group I, Corrugated or Solid

**Fibre Boxes**—William H. Robinson, of General Electric Co., Meter Department, Somersworth, N. H., took first prize in this class with a package for single phase meters. (See Fig. 3.)

This is a multi-purpose container suitable for all sizes of the product. It consists of structural molded kraft pulp with RSC kraft carton.

Dimensions are 16 x 15 x 8 in. Shipping weight is 22.5 lb. The package is used when shipping via rail, truck, or express and in export trade.

This three-piece pack replaces an older five-piece all-corrugated shipper. Material costs have been cut 8 per cent. Packing labor costs are down 10 per cent, and transportation is down 3 per cent. The new container cuts cube 3 per cent—from 1.24 to 1.14 cu ft. Molded parts are produced from 100 per cent kraft board obtained from scrapped containers received with inbound shipments.

Robinson says that the "cushion value of this pack conforming to the circumference of the product is superior to the previous suspension in die-cut parts."

**Group II, Nailed Wood Boxes and Crates**—First prize in this class was won by Henry H. Kelly, of Westinghouse Electric Corp., East Pittsburgh, Pa. (See Fig. 6.) His package measures 22 x 22 x 38 in. Designed to carry ignitron tubes, it has cut material cost from \$4.70 to \$3.03. Packing labor now costs \$1.31 instead of \$2.65. Shipping weight has been cut from 175 to 127 lb and cube from 11 to 10.6 cu ft.

This tube must be shipped and stored in an upright position. This is assured by use of a tapered crate with handles.

The tube is cushioned by using sponge rubber under the base and

under hold-down pieces. The new pack replaces inner and outer nailed wood boxes cushioned in excelsior.

**Group III, Wireboard Boxes and Crates**—W. J. Maxwell, of Pittsburgh Plate Glass Co., Works No. 1, Creighton, Pa., was top winner in this Group. His entry (Fig. 4) was a wirebound pallet box consisting of a four-way entry base, three-quarter mat (end-back-end), two separate front sections or gates, an intermediate shelf, and a top. It is used for packing automobile windshields. Shipped by truck and rail, it has a shipping weight of 2425 lb. Dimensions are 43 x 58 $\frac{1}{2}$  x 67 $\frac{1}{2}$  in.

The new two-layer windshield pack replaces a wirebound pallet box for only one layer. Time, labor, and materials for package assembly have been cut 50 per cent. Tare weight is down 39 per cent. Carloads have been increased from 30 single pallet boxes to 22 two-layer boxes at approximately the same loading cost. Cubic displacement has been cut seven per cent.

**Group IV, Cleated Panel Boxes**—The prize winner in this group was Richard E. Grossman, of Wil-

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Fig. 4: W. J. Maxwell designed a wirebound box for car windshields



## SPHE Takes . . .

(Continued from Preceding Page)

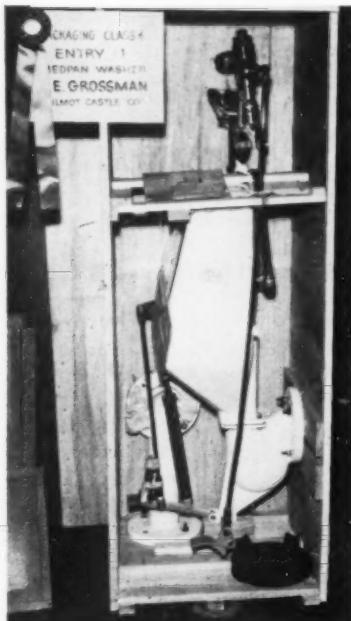


Fig. 5: R. E. Grossman was winner in class for Cleated Panel Boxes

mot Castle Co., Rochester, N. Y. His entry (Fig. 5) was a 23 x 22 x 63-in. container for shipping hospital bedpan washers. Its shipping weight is 300 lb. Twelve different types of washers can be shipped in this one shipper. Its advantages are less packing time and lower material cost. Material cost was cut from \$14 to \$8.75. Packing labor is now \$2 instead of \$9.50. The cube, formerly 35, is now 20 cu ft.

**Division II, Materials Handling and Shipping**—The first prize in this Division (Fig. 7) went to an entry in the Shipping Class. G. W. Norton, of General Electric Co., Louisville, Ky., was the winner. He used rolled corrugated posts for blocking out 8 to 18-in. center voids in carloads of appliances.

This method replaces 2 x 6-in. lumber, cutting cost of material from \$40,000 to \$32,000 per year. Labor cost has dropped from

Fig. 6 (Top right): H. H. Kelly won the Nailed Wooden Box Class. It is used for ignitron tube

Fig. 7 (Lower left): G. W. Norton won with railway car blocking using rolled corrugated posts



\$20,000 to \$2000. Reducing installation time by 90 per cent permits 10 more carloads to be shipped daily without increasing personnel. Because of daily deliveries from the supplier, storage of blocking material has been cut to the minimum. Damage in transit has been reduced because of the cushioning effect of the new blocking.

The competition was one feature of the 13th Annual Industrial Packaging, Handling and Shipping Show and Technical Short Course. The Short Course was under Chairman J. F. Carrigan, of Spiegel, Inc., and Co-Chairman A. R. Vaughn, of Crane Co. It was divided into three sections—Materials Handling and Shipping; Practical Engineering Refresher in Packaging, Handling and Shipping; and Packaging and Shipping.

Latest developments in long-

range distribution projects were reviewed by panels of experts. Among these were "Containerization," "Protective Package Design for Shipping," "Work Simplification in Packaging, Handling and Shipping," "The New Look in Warehousing," "The Package and Long Distance Shipping," and "Streamlining the Shipping Room."

The value of materials handling and how to demonstrate this worth to management was the subject of several other panels. They discussed such subjects as "Proving the Need for Materials Handling," "Manual Handling—Economic Necessity," "Mechanized Handling Equipment—Answer to Volume," and "Financial Justification of Project Proposals."

Future issues of *DISTRIBUTION AGE* will carry longer articles based on Conference papers. •

Progress in packaging  
consists of durable  
boxes which hold goods  
for shipment and display

## Shipper-Display Containers

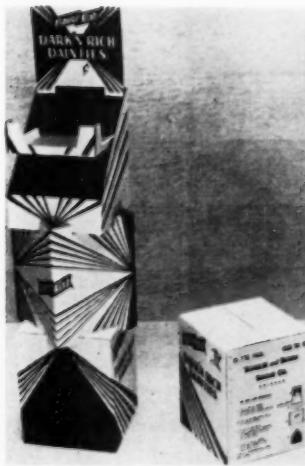
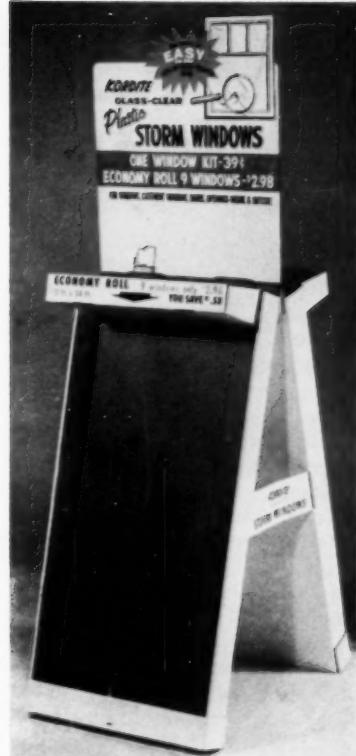
FOR ANY company that is contemplating redesign in packaging, the six examples of modern moods in packaging shown on this page should be of interest.

Each manufacturer represented here has combined shipping and display features into one versatile unit. A quick glance shows that everything from lawn edgers to filmed Bible readings can be and is packaged protectively and attractively.

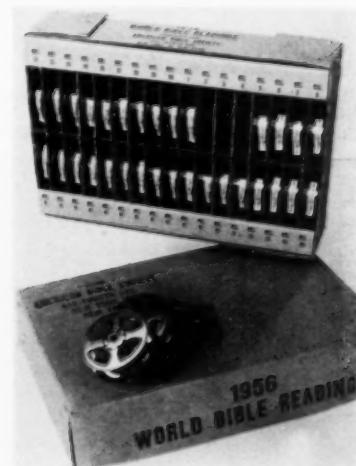
Geyer Mfg. Co. packages the lawn implements; Kordite Co., Div. of Textron, Inc., employs the tent-shaped display; Telecine Films uses a 34-section package; Schulze Burch Co. relies on the high-stacked display shown; Warner Lambert a two-handle package; and the Lily-Tulip Cup Corp. displays cups and plates via a cupboard-type, self-service package. •



Bulky lawn edgers fit snugly into this box. Their removal after sale is easy



Left: Cookies leave bakery in this box. Trays with cookies can be used as counter displays. Center: Display top ships 36 bottles, stacked two tiers. Hidden support changes with bottle size. Right: Tape around outer carton is zipped open and base is removed to make attractive cupboard display unit



Container provides a dated bin for 16 mm film. Slanted partitions hold film in place when container is placed in upright position. Box holds 34 films

# Inner Packing and Inner Containers

More rapid and efficient assembly line packaging have resulted for many manufacturers through a restudy of the interior of their package. Here are some new applications of fibreboard as die-cuts and padding

FOR many manufacturers of easily damaged equipment and materials, the use of fibreboard for containers is dependent on careful design of the inner packaging.

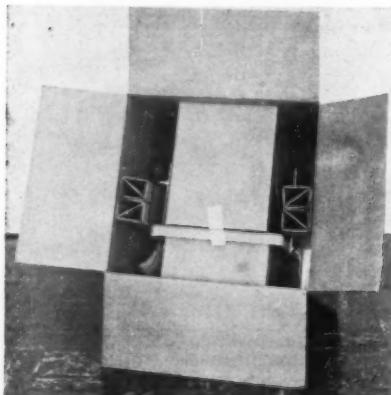
Many products can be successfully transported in a variety of packages. Each designer, taking a fresh look at the problem, is able to produce a package unlike the work of others in the industry. Thus we have the two windshield containers at the top of the opposite page.

There is no limit to the number of designs that can be created. Therefore, there is always an op-

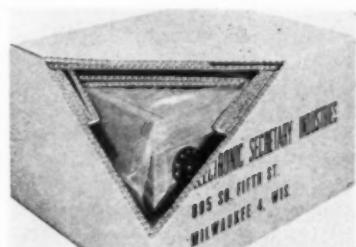
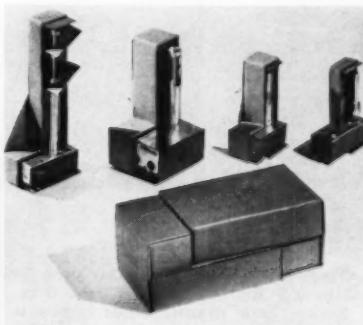
portunity for package restudy to produce new savings. A redesign of your inner package may permit a cut in the overall size of the outer package which will cut warehouse space requirements and transportation costs. Reducing the number of inner packaging parts may cut labor costs. Designing one die-cut to protect several sizes of your product may eliminate the need for a large inventory of containers.

Here are the results some manufacturers have produced through redesign of inner packages. Some may help you in a similar program. •

GE has cut cost, weight, handling with this corrugated, circuit breaker container



Minneapolis Honeywell package is a unit pack for shipment in master for 20. Warehouse space was cut 47%, packaging costs by 30%

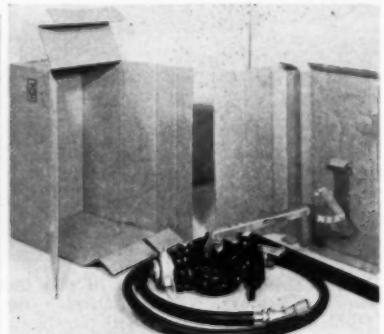


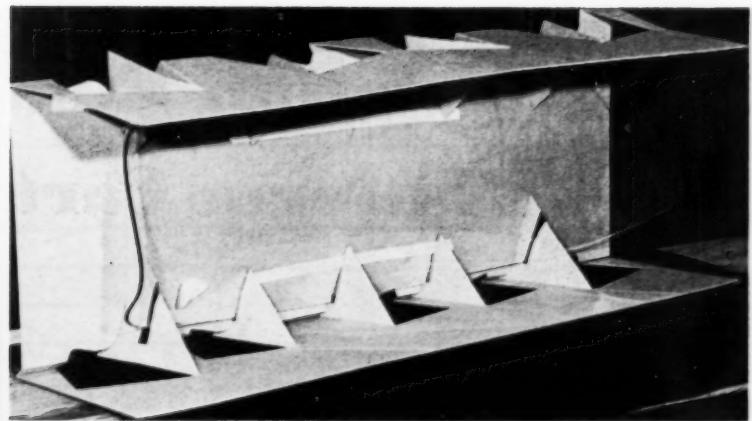
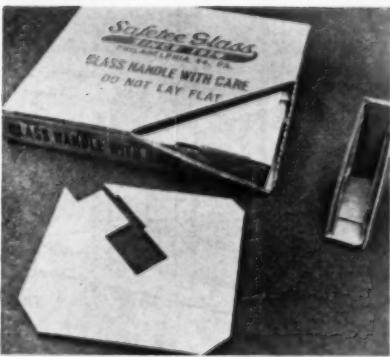
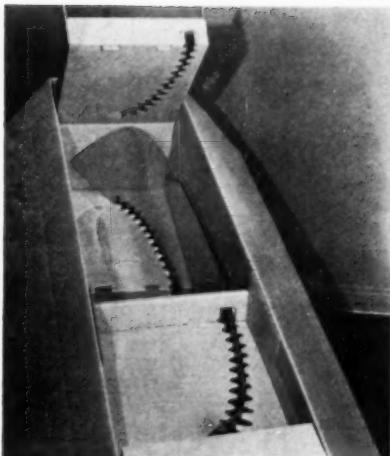
This inner packing design is for Electronic Secretary recorder units



Modine Mfg. Co. saves \$1 per package with this new fibre carrier

One die-cut instead of two is used in package for Tokheim pump

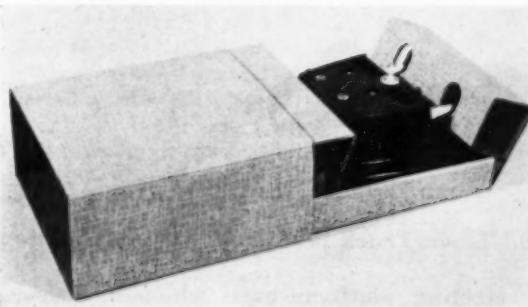
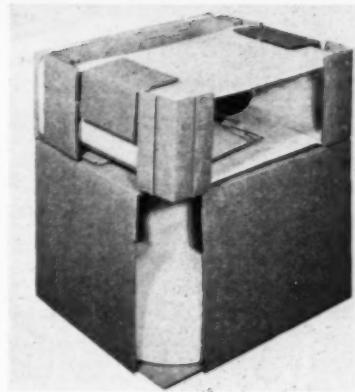




Two solutions for the curved windshield problem are these two inner packings. International's container (above left) uses two symmetrical die-cut pieces of fibreboard which cradle the windshield. Serpentine slots fit curvatures of several patterns. Auto Glass Co. ships in a one-piece inner packing (above right), supports the various sizes of breakable products

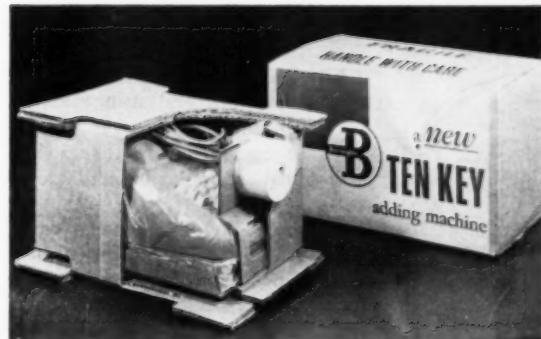
Right: Kohler Co. ships china water closets in this inner packing. Tare weight and package costs are down

Left: Safetee Glass Co. uses self-locking corner protector for glass

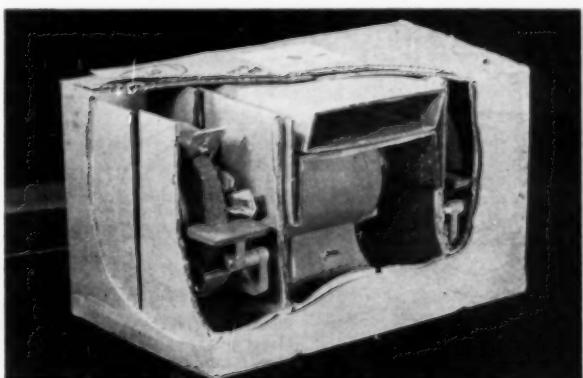


Die-cut inner packing was designed so that this desk fan by Brown & Bigelow is protected on six surfaces

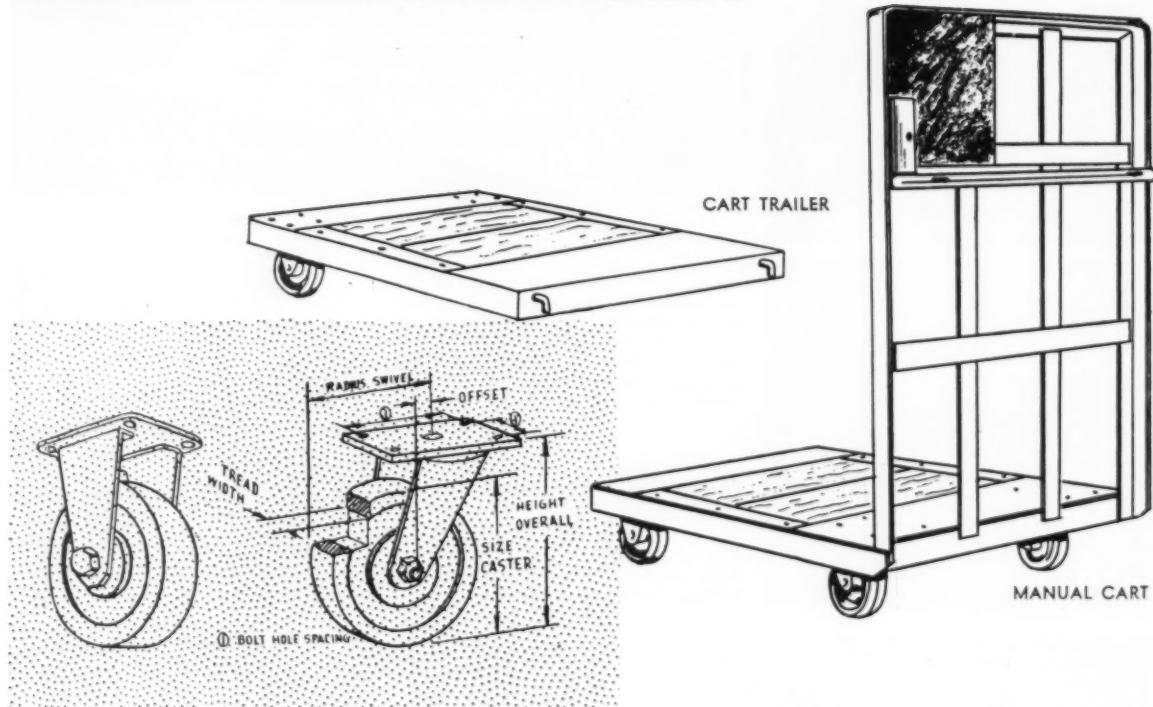
One die-cut, taped interior floats this Burroughs adding machine from all sides. Insert holds tape



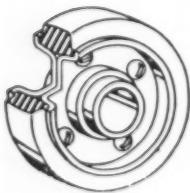
Easily damaged grinding wheels (above) and entire grinding machines (below) are shipped damage free with proper packing. Cincinnati Milling Products' box for wheels has die-cut, built-up pad. Doerr motor is held by two pads



# Association Puts Seal on Ideal Platform Cart



MOLDED-ON RUBBER-TIRED WHEEL  
—Tread bonded to metal core



METAL SIDE PLATE WHEEL—Demountable rubber tire or tread



PLASTIC WHEEL—Floor protective, spark proof, and chemical resistant

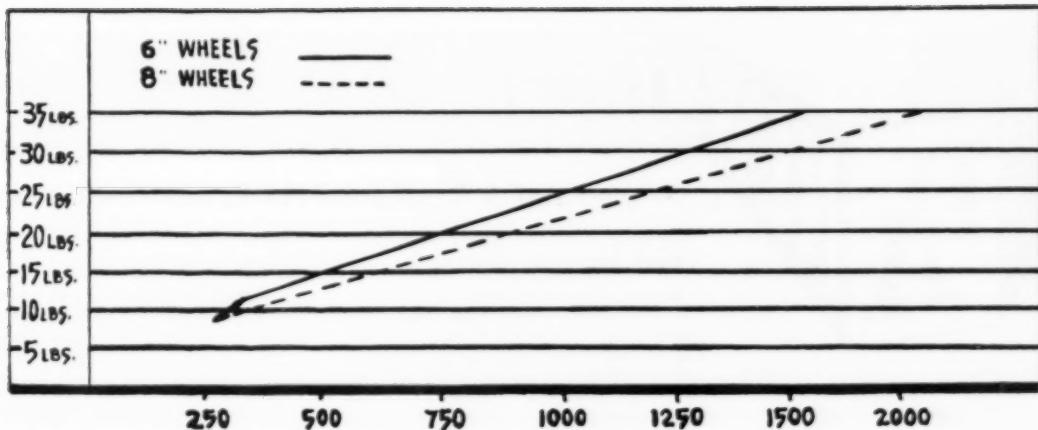


METAL WHEEL—Made in ferrous, non-ferrous metals for many uses

Seal of The Caster and Floor Truck Manufacturers' Association will guide buyers in selecting platform carts which have been built to these minimum standards compiled by the organization

THE CASTER and Floor Truck Manufacturers' Association, bringing together the experience of many manufacturers, has developed a standard for platform carts.

To help buyers identify carts and trailers built to the new standard, manufacturers may display the association seal (shown on the opposite page) on either



product. The cart will feature a non-tilt design which keeps all wheels in contact with the floor at all times. The trailer is similar but has two swivel casters at one end and round hooks or pins on the opposite end.

Sizes are to be 32 x 40 in. and 32 x 48 in. Longer lengths will be produced in 6-in. multiples. Platform heights are to be 8 in. when 6-in. wheels are used or 10 in. with 8-in. wheels.

#### Platform

End panels of the platform will be inverted steel channels of 7-gage plate steel. They are to have a minimum downward flange of 2 in. on the truck ends. The flange at the front of the cart is to be turned back or rounded to eliminate sharp edges. The two end channels are to be joined by two lengthwise steel members and a center steel member. These members support the deck.

The center deck, if wooden, is to be made of crosswise platform boards. Properly seasoned hardwood is specified. The boards are to be planed and finished to a thickness of not less than 13/16 in.

These boards are to be held in place by steel flat or angle steel binding strips, countersunk flush with the deck. The heads of the through bolts or self-tapping screws holding the boards in place are to be countersunk.

The frame and deck unit must be able to withstand a static load of 5000 lb, loaded in an area 2-ft square in the center of the truck. Any part of the deck must be able to withstand a concentrated load of 2000 lb on an area of 6-in. square.

#### Casters

The running gear is to consist of two rigid casters and two swivel casters. These are to be of the medium heavy classification adopted by the Association.

The two rigid casters are to be welded to the rear channel of the truck frame, with the double ball race swivel casters at the rack end of the cart. The swivel casters are to be attached to the end channels by means of  $\frac{3}{8}$ -in. cap screws having lock nuts.

Details of the two casters recommended are as follows: Wheel diameter, 6 in.; swivel radius, 5 $\frac{5}{8}$  in.; overall height, 8 in.; mount-

ing plate hole spacings, 4 $\frac{1}{8}$  x 4 $\frac{1}{2}$ ; overall size of mounting plate, 5 x 5 $\frac{1}{2}$ ; load capacities with molded-on rubber 410 lb, with plastic tread 640, and with metal tread 850. With 8-in. diameter wheel, swivel radius is 7 $\frac{1}{4}$  in.; overall height, 10 in.; and load capacities are 500 with molded-on rubber, 675 with plastic tread, and 1050 with metal tread.

#### Wheels

The wheels are to have 2-in. wide rubber tires. These may be either vulcanized to the wheel core or of demountable design using bolted wheels. Optional wheels with metal, plastic, and other treads may be used for certain floor conditions. Especially hardened or prepared floor surfaces are necessary for hard tread wheels operating with a dragline.

The molded-on wheels are of the type suited for use on four-wheel hand-operating trucks, four-wheel trailer-type trucks, and two-wheel hand trucks. The metal wheel casting or stamping may be made of a good grade of semi-steel, malleable aluminum, or sheet steel. It will be designed to give a good safety factor in resisting shock. The roller or ball bearings will be made from hardened alloy rollers or balls with hardened outer races.

The tensile strength of the tread shall be not less than 2000 psi. Its hardness is to be 70 points (plus or minus five) as measured by the Shore Type A Durometer. Following an artificial aging proc-

(Please Turn to Page 58)

#### INDUSTRY STANDARD



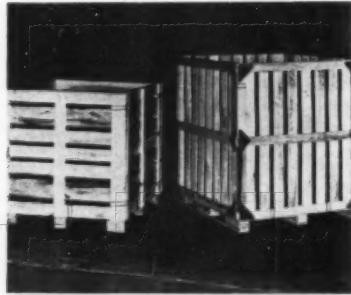
© This product is certified to equal or to exceed the specifications on materials and design in standards adopted and approved by the Caster and Floor Truck Manufacturers' Association, and the Regular Common Carriers Conference.





### Palletized Crate Bin

Loads exceeding 2400 lb are mechanically handled and dumped into the palletized crate bin designed and

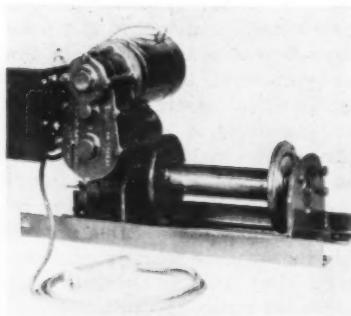


manufactured by **Lane Container Co.** The boxes are secured with 16 fasteners, only. They can be assembled in less than two minutes.

Circle No. 102 on Card, Facing Page 49

### Portable Winch

A portable winch which will operate from a 6 or 12-volt battery is offered by **City Engineering Co., Inc.** The winch lifts 2500 lb and will pull 5000 lb. It offers the advantage of portability. Drum speed is 32 rpm

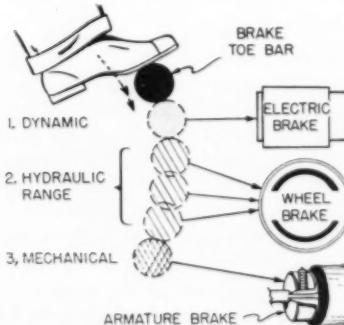


and drum capacity is 150 ft of  $\frac{1}{4}$  in. cable. The winch has stress-proof shafts and gear ratio of 175 to 1, sealed gear housing, constant pressure brake when free spooling cable, and 10-ft remote cable with forward and reverse action.

Circle No. 103 on Card, Facing Page 49

### Truck Braking System

A new concept in braking systems for industrial trucks has been developed by the Elwell-Parker Electric Co. for all of its fork and ram trucks with capacities from 15,000 to 100,000 lb. The system incorporates the safety and positive control features of three independent brakes: a dy-



namic brake, a hydraulic brake, and a mechanical brake. All three are actuated by a toe bar which extends the width of the operator's compartment. The braking system will stop the truck in the event of a broken gear train, hydraulic failure, or complete loss of power. Approximately 75 per cent of the braking effort is applied electrically. Brake shoe life is increased four times.

Circle No. 104 on Card, Facing Page 49

### Sliding Fifth Wheel

**Trailmobile, Inc.**, has a new sliding fifth wheel with double shear pins. Constructed of split I beams, the Trail



slider will adapt to any fifth wheel with mounting plate. Lengths begin at 6 ft with holes at 3 in. intervals. Circle No. 105 on Card, Facing Page 49

### Telescopic Lift

An electric-hydraulic lift which extends 54 ft in less than a minute is being offered by **The Colson Corp.** The telescopic lift is operated by one person riding on the platform. Foot pedal



operation makes stoppage between 13 and 54 ft easy. The platform, 3-ft square, is mounted on a series of five telescoping U-channelled sections. Outriggers allow the 8-ft square base to be enlarged to 13-ft square when the lift is not traveling.

Circle No. 106 on Card, Facing Page 49

### New Stencil Roller

Light in weight, the stencil roller offered by **Bayberry Products Corp.** is built to meet the demands of shipping rooms and general industrial use. A special composition gives long life



and good ink transfer properties to the impression roller so that clean-cut stencil impressions can be effortlessly applied. A single inking is sufficient for one-day use. The roller can be put on a table or desk without harm to any surface.

Circle No. 107 on Card, Facing Page 49

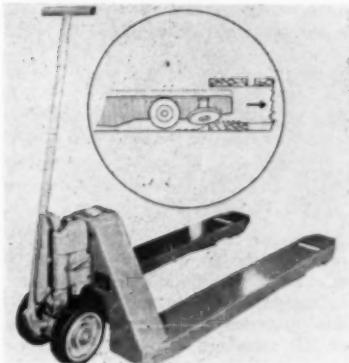


# and EQUIPMENT

PLEASE USE THE READERS' SERVICE CARD • • PAGE 49

## Positioning Pallet Wheel

In the latest Barret-Cravens Co. low-lift pallet trucks a flying saucer-type wheel replaces conventional roller wheels on the end of the truck fork. This disc, set at the proper angle,

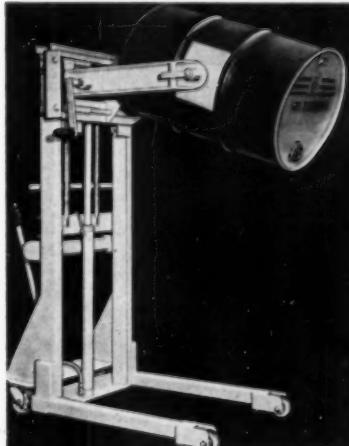


utilizes the principle of an incline plane and gives the effect of three added inches of roller diameter to ease the climb of the fork over pallet board bottom. The revolving action helps to position the fork into the pallet.

Circle No. 108 on Card, Facing Page 49

## Front-End Dumper-Stacker

Now being manufactured by the Tubar Dumper Div. of Uhrden, Inc., is a portable front-end dumper and



stacker designed for handling drum-type containers from 55-gal capacity, 24-in. diameter down to the 15-gal capacity. The dump has a 750-lb capacity.

Circle No. 109 on Card, Facing Page 49

## Two-Way Radio

New two-way radio equipment introduced by General Electric contains

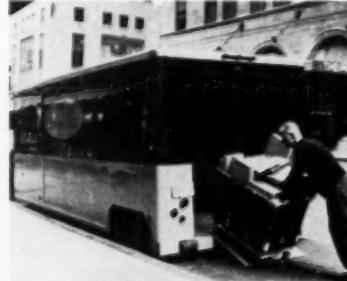


transistor power for both transmitter and receiver. Units are available either for mounting in the front of a car or truck or for placement in a vehicle's trunk. Transistor-powered designs may be used in low band frequencies 25-54 mc, high band 144-174 mc, and UHF 450-470 mc.

Circle No. 110 on Card, Facing Page 49

## Tilting Semi-Trailer

A new semi-trailer which tilts, tips, and can be lowered to street level or raised to a high platform is being produced by the Thompson Trailer Corp. The trailer's elevator action can move the cargo-bed from street level up to 52 in. Weighing 9820 lb,



the body is fabricated from aluminum sheet to lower weight. The two rear wheels are attached to hydraulic levers. When the trailer is at riding level these levers are in a diagonal position. When the cargo-bed is lowered, hydraulic levers swing into a horizontal position. The rear wheels then retract into the trailer body.

Circle No. 111 on Card, Facing Page 49

## Platform Cart

A platform cart for palletless handling of freight is announced by SI Handling Systems. The cart is designed for heavy-duty warehousing, freight handling, and manufacturing operations. It eliminates the need for pallets and substantially reduces han-

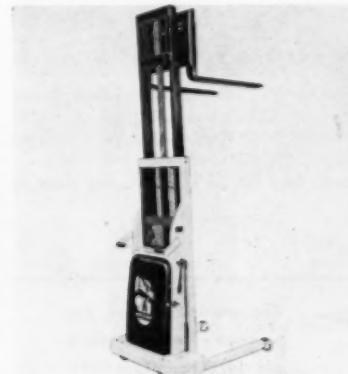


dling time in the outbound operation. Freight is loaded from stock onto the cart coupled to a train. A tractor tows the train to loading dock. Multiple fork-lift truck picks freight off the cart and carries it into delivery trucks. Forks fit easily in between prongs of the cart.

Circle No. 112 on Card, Facing Page 49

## Telescopic Lift Truck

A telescopic lift truck which carries a synchronized 12-volt heavy-duty system is offered by Big Joe Manufacturing Co. The lift has a load



capacity of 1000 lb and a lifting height to 160 in. Styled for entry-exit ease, the lift is available also in 72, 90, 110, and 130-in. lifting height models.

Circle No. 113 on Card, Facing Page 49

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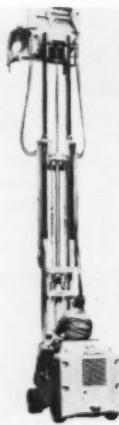
## ...New Products and Equipment

(Continued from Preceding Page)

### Triple Lift Mast

Towmotor Corporation's triple lift mast plus rotating roll clamp allows paper rolls to be stacked quickly at 20-ft heights. Equipment design permits rotation of load in either direction from vertical or horizontal position. Clamp has one hydraulically movable rigid arm which is controlled by the operator and one short fixed rigid arm. Capacity at 21-in. load center is 1800 lb.

Circle No. 114 on Card, Facing Page 49



### Magnetic Lift Handle

A magnetic handle capable of picking up over 300 lb is offered by Smith's Magnet Sales Co. The tool



is 6-in. sq, 1-in. thick with a large handle. The hand lift has a metal housing with the magnetic elements set on the edge of the open base.

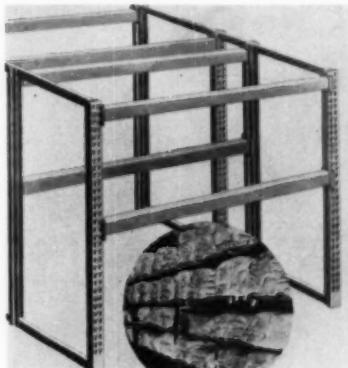
Circle No. 115 on Card, Facing Page 49



For prompt service, use postage-free postcard provided to obtain FREE LITERATURE and NEW PRODUCT information described in this issue. All material is FREE unless otherwise noted.

### Combination Rack

The Paltier Corp. announces its combination pallet, skid, and die rack. The shelf beam is inserted and locked into uprights to prevent accidental disengagement. When used for live



rack, special leg levelers are furnished to give hairline adjustment for smooth feeding of pallets or packages. Order-picking frames are furnished with outrigger bases for aisle-saver type trucks or standard uprights for regular fork trucks.

Circle No. 116 on Card, Facing Page 49

### Differential Hoists

Shaw-Box Crane and Hoist Div. of Manning, Maxwell and Moore, Inc., announces the marketing of a line of differential type chain hoists in  $\frac{1}{4}$ ,  $\frac{1}{2}$ , and 1-ton capacities. Both upper and lower yokes are made of shock-resistant, lightweight aluminum

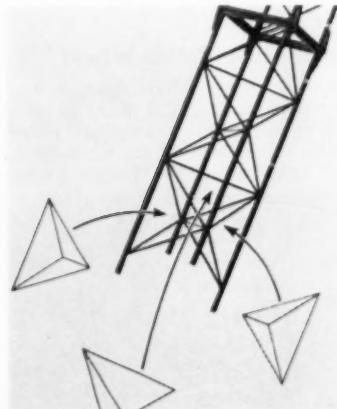


alloy. One man can transport easily the heaviest of loads. Frictional drag is reduced to a minimum because all holes in yokes are accurately machined in one operation with semi-automatic air tools. This process assures perfect alignment of both hook and load sheave pins.

Circle No. 117 on Card, Facing Page 49

### Cranes with Boom-Jib Design

Link-Belt Speeder is introducing booms and jibs which add 20 to 60 ft of usable height to former crane boom designs. These new booms are designed for a maximum boom and jib length up to 200 ft. Maximum height of 160, 180, and 200 ft is ob-



tainable for unassisted lifts from the ground of the 30, 35, and 40-ton lifting cranes. The booms are a modern adaptation of the geometric tetrahedron. A series of interrelated figures lock all members into a rigid structure, fully braced against loads in all directions. The design virtually eliminates whipping and swaying experienced when swinging heavy loads with conventional long booms.

Circle No. 118 on Card, Facing Page 49

### Load Stabilizer Attachment

A load stabilizer attachment for use with its line of fork-lift trucks has been developed by Lewis-Shepard Products, Inc. Designed primarily for unstable loads of soft drink bottles,



the stabilizer is recommended for all types of loads that cannot be nested or tied together. The stabilizer clamps hydraulically atop such loads. The attachment has a vertical stroke of 24 in., ranging from a minimum opening of 40 in. above the forks to 64 in. maximum. Its clamping area is 34 in. sq.

Circle No. 119 on Card, Facing Page 49

## Snow Thrower

Development of a new snow thrower which can handle up to 300 shovelfuls of snow per minute is announced by Jari Products, Inc. The thrower is powered by a four-cycle Briggs and Stratton engine and has a special

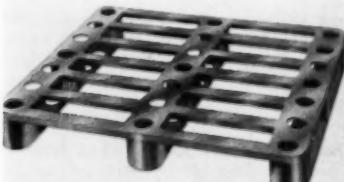


raker bar mounted on the rotary fan which cuts packed snow. This prevents clogging in sticky snow. Thrown snow is spread over a 20-ft strip to prevent big banks. An adjustable deflector changes the throwing angle instantly.

Circle No. 120 on Card, Facing Page 49

## Magnesium Pallet

A new permanent pallet of magnesium or aluminum eliminates pallet replacement and maintenance costs.



Produced in load capacities to 600 lb, the pallet, available from Mag-Craft Corp., has four-way entry.

Circle No. 121 on Card, Facing Page 49

## Four-Wheel Motor Hoist

A four-wheel, motor-driven, trolley, electric, wire-rope hoist makes it



possible to obtain more headroom, and end approach and side clearance dimensions lower than previously possible. The new trolley, developed

## Trucks with 17,000-lb Capacity Axles



Two newly designed series have been added to the REO line. The C-200 and C-300 series each offer a total of five base models. With 15,000 to 17,000-lb capacity rear axles, the trucks are suited to a number of applications.

One feature is steering, which leads the axle for quicker recovery and better roadability. Long front springs provide a comfortable ride.

Circle No. 124 on Card, Facing Page 49

by American Engineering Co., will run on special monorail track or standard I-beam. Lifting capacities range from 1 to 15 tons.

Circle No. 122 on Card, Facing Page 49

## UL-Approved Walkie

Built for maximum safety in severely hazardous locations, Moto-Truc Company's new walkie is designed to meet Underwriters' Laboratories explosion proof specifications. The truck



permits mechanized handling in refineries, paint, and chemical plants, mines, and other installations. All switches, motors, and wiring are sealed in conduits or explosion-proof enclosures. A special battery arrangement permits flexible speed control without heat resistance boxes.

Circle No. 123 on Card, Facing Page 49

## Dock Shelters

Frommelt Industries have announced the development of a new truck and rail dock shelter which incorporates one-man operation, spring-tensioned upper frame, adjustable



front head curtain, UL approved fabric, and plant-assembled frame. Standard fabricated sizes include a maximum width up to 11 ft and a maximum height to 13 ft. Standard projection is 2 ft 9 in.

Circle No. 125 on Card, Facing Page 49

## Non-Marking Caster

The Bassick Co. is introducing new non-marking, stain-resistant caster wheels. The diameters offered are 1 1/4, 2, 3, 4, and 5 in. diameters.

Circle No. 126 on Card, Facing Page 49  
(Please Turn to Page 59)



# LITERATURE

## AWA Member Directory

Available to warehousemen and business organizations interested in the services of the public merchandise warehousing industry is the 1958-1959 roster of members of the American Warehousemen's Association, Merchandise Division. The directory list names, addresses, area, telephone and TWX numbers, customer contacts, and railroad service of members.

Circle No. 30 on Card, Facing Page 49

## Wire Stitching

A new catalog on wire stitching has just been prepared by Acme Steel Co. The 28-page book describes the flat and accurate methods of wire stitching, typical stitching operations, and gives details and specifications on over 30 stitching machines. Typical applications are shown on all types of box stitching, bagging, carding, labeling, book and metal stitching. These applications include simultaneously stitching tops and bottoms of filled cartons of rubber base boards, assembling fibreboard boxes for packaging, stitching labels on overalls, and others. Complete information on accessory equipment and stitching wire is included in the catalog.

Circle No. 31 on Card, Facing Page 49



## Duplicator for Labels

A handy office tool for printing forms, postcards, tags, and labels is the stencil duplicator produced by the Multistamp Co. In a 12-page booklet offered recently, different applications are described.

Circle No. 32 on Card, Facing Page 49

## Heavy-Duty Carboy

For shipping or storing hazardous or costly chemicals and liquids, plastic carboys in three sizes handle hard to package material effectively. A bulletin from Seymour and Peck Co. explains carboy maintenance, cap closure, pouring spout, and sizes.

Circle No. 33 on Card, Facing Page 49

## Pallet Handling

Can you identify all the popular styles of pallets? Do you know the labor saving advantages of unit load handling? Are you familiar with the use of air rights and the benefits of narrow aisles in your warehouse? All these questions are answered in a 24-page handbook now being distributed by the Raymond Corp. The handbook describes the principle types of trucks available for narrow aisle operations and shows on-the-job pictures of the equipment.

Circle No. 34 on Card, Facing Page 49

## Piggy-Back Guide

Copies of the Piggy-Back Service and Routing Guide, reprinted from the October issue of DISTRIBUTION AGE, are now available. The new Guide is the fourth revision since first published. It is divided into two parts. A chart shows types of service available from all participating railroads, and piggy-back map and brief written description of the system offered by each road.

Circle No. 35 on Card, Facing Page 49

## Pneumatic Conveyors

A report detailing the successful applications of pneumatic conveyors to materials handling problems in the chemical processing industry is now offered by the Fuller Co. Reprinted from a feature article, the report discusses the problems of handling plastics, salt cake, soda ash, and cellulose acetate. Special attention is paid to consideration of corrosion, contamination, particle size degradation, product discoloration, special alloys, and critical safety factors. Pneumatic conveyors described in the article are fluidized-solids pumps, gravity flow-type fluidized conveyors, and suction, combination suction-pressure, and pressure type conveyors.

Circle No. 36 on Card, Facing Page 49

## Batteries for Walkies

C and D Batteries, Inc. has released a 12-page bulletin which gives details on the firm's complete line of premium truck batteries. It covers plate and cell construction, weights, sizes, and tray arrangements for both rider and hand trucks, connector data, and a complete listing of the company's sales and service offices.

Circle No. 37 on Card, Facing Page 49

## Engine and Truck Line

A new and complete model folder illustrating Reo's line of trucks and engines now is available. This 28-page publication describes in detail all of the trucks, tractors, and bus chassis in the line. It indicates weight classifications, general applications, and major components available. All V-8 and six cylinder engines produced are presented. The folder provides a special description of the replaceable wet-sleeve cylinder construction, as well as the rebuild kits.

Circle No. 38 on Card, Facing Page 49



## Battery Maintenance

Thirty seconds daily suffices to put a battery on charge, the only daily maintenance job most users of electric industrial fork trucks will probably ever have, says one of a brace of new bulletins offered by The Electric Storage Battery Co. Step-by-step photos and instructions in two bulletins show the recommended sequence for carrying out each operation.

Circle No. 39 on Card, Facing Page 49

## Fork Truck Array

Lamson Mobilift Corp. is offering a brochure illustrating the different kinds of truck now available. Twelve attachments also are shown. One of the many truck features explained is the hydra-lizer, the inclusion of hydraulic equalizers on both rear wheels automatically cross-compensate for floor variations up to 3 in.

Circle No. 40 on Card, Facing Page 49

## Elevator-Conveyor

A new elevator-conveyor developed and manufactured by the Econ-O-Veyor Corp. is described in a recent flyer. One feature of the lift is a spacing device which moves trays together into an interlocking bank at the loading point. This action permits fast, continuous bulk loading into the trays of all materials. When the trays reach the unloading area, the load is dumped on the run only where dumping is desired, by automatic action.

Circle No. 41 on Card, Facing Page 49

## Free Highway Map

The fourth edition of the Pacific Intermountain Express, U. S. highway map is now available. The map shows company routes in the U. S. and contains valuable information for shippers and receivers of freight. The four-color production shows national and state highway routes and indicates local pickup and delivery service areas adjacent to major P-I-E terminals, also. A milage table is included.

Circle 21 on Service Card, Page 49

## Fork-Lift Truck

Engineering, design, and construction of the recently introduced Allis-Chalmers 2000-lb capacity fork-lift highlight an eight-page, two-color catalog available from the Engine-Material Handling Div. Illustrations and charts give a pictorial story of the new truck's features. Truck specifications are included also.

Circle No. 42 on Card, Facing Page 49

## Rotating Clamp Truck

A field report available from Clark Equipment Co. describes how an Illinois manufacturer of electrical gear saved \$5000 in labor costs and reduced storage area requirements 33 per cent. A fork truck equipped with a rotating clamp was used to handle containers of in-process parts.

Circle No. 43 on Card, Facing Page 49

## Railway News Reel

"News Reel," a monthly publication of the Missouri Pacific Lines, offers interesting items on the railroad industry. The October issue contains remarks by ICC Examiner Howard Hosmer, carloading predictions, projected railroad expenditures, and an address by Richard H. Amberg, publisher of the St. Louis *Globe Democrat*.

Circle No. 44 on Card, Facing Page 49

## Pneumatic Conveying Systems

The Day Co. offers an illustrated, 16-page, bulletin which points out how pneumatic conveying systems can reduce plant operating costs and improve plant efficiency. The bulletin covers high density (fluidizing type) and low density conveying systems and equipment. Common installation arrangements are diagrammed. Photographs show installations, basic equipment, and accessories. Research, testing, engineering, fabricating, and installation services are described briefly.

Circle No. 45 on Card, Facing Page 49  
(Please Turn to Page 56)



## Literature from the Advertisements

Listed below are brief descriptions of catalogs, brochures, booklets and other literature offered by advertisers in this issue of DISTRIBUTION AGE. To get your copies of the items offered, simply circle the appropriate number on the Reader Service Card, facing Page 49.

### Before You Move

Allied Van is offering a new booklet filled with valuable tips on personnel moves. Circle No. 15.

### Higher Performance, Lower Costs

Lower operating costs, rugged performance, and less maintenance are claimed for Allis-Chalmers new line of lift trucks. Circle No. 5.

### Electric Protection Service

Automatic fire detection and alarm service, sprinkler supervisory service, and other protection systems are explained by American District Telegraph. Circle No. 6.

### Adjustable Storage Racks

American Metal Products' Slide-n-Lock racks permit over 800 sizes and capacities from five basic parts. Circle No. 4.

### Load-Lift Pallet & Skid Trucks

American Pulley's low cost pallet and skid trucks come in 2,000, 3,000, 4,000 and 6,000-lb capacities. Circle No. 9.

### Van Line Agencies

Atlas Van Lines is inviting movers to investigate its new agency set-up. Circle No. 16.

### Save Money on Handling

Information on how other companies save money on investments in modern handling equipment is offered by Automatic. Circle No. 14.

### Pre-Engineered Buildings

Need a new warehouse, terminal, distribution depot? Investigate Butler's steel frame structures. Circle No. 1.

### Tracing Rail Shipments

A Chesapeake & Ohio booklet describes the railroad's Car Location Information Center for keeping tabs on shipments. Circle No. 17.

### Distribution and Warehousing

J. Leo Cooke Warehouse offers individual solutions to transportation, warehousing and other distribution problems. Circle No. 18.

### Job Rated Power Giants

New performance, new comfort, and new operating economies are offered for the new line of Dodge trucks. Circle No. 3.

### Selecting a Platform Truck

Selecting the right platform truck isn't easy. Let Hamilton Caster & Mfg. Co. help you. Circle No. 10.

### Hydroelectric Pallet Truck

Lift Truck's Bulletin KP describes a hydroelectric pallet truck with two drive wheels and two braking systems. Circle No. 13.

### Down Go Loading Costs

And in Bulletin DB-204 Magline claims they'll stay down with their line of magnesium dock boards. Circle No. 11.

### Wanted: Van Line Agents

National Van Lines is considering the addition of new agents in certain key markets. Circle No. 19.

### Special Purpose Freight Cars

Northern Pacific's new booklet, Customized Equipment, explains how the railroad's special purpose cars solve shipping problems. Circle No. 20.

### Free Highway Map

Pacific Intermountain Express has issued the fourth edition of its U. S. Highway Map. Circle No. 21.

### Easy-to-Assemble Racks

No bolting, no welding, only two parts to assemble with Palmer-Shile's new Series 58 all-purpose storage racks. Circle No. 7.

### Port of Long Beach

Harbor Highlights, a quarterly news magazine, is available from the Port of Long Beach. Circle No. 2.

### Industrial Truck Power

Ready-Power lists five major advantages for its power units for industrial trucks and other applications. Circle No. 8.

### Rugged Platform Trucks

SI Handling Systems' new platform truck has double-angle steel frame and round corners. Circle No. 12.

### Move It via the Mississippi

Bulletin 1801 by Union Barge Line tells the shipper how he can save money by inland waterway transport. Circle No. 22.

### Air Freight for Speed, Savings

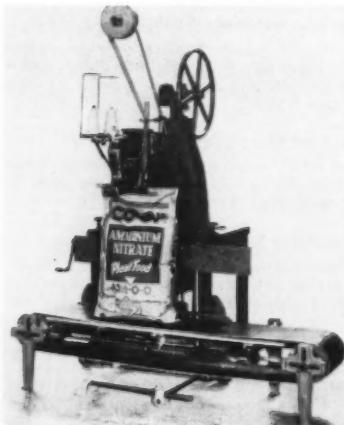
United Air Lines Air Freight Booklet gives time and cost-saving tips on air freight shipping. Circle No. 23.

# Packaging Products on Parade

PRESENTED as a capsule view of new developments in the packaging industry, this roundup emphasizes new processes and products introduced by packaging designers and producers. One firm has developed a cardboard container for liquid shipments which comes complete with a sword-punch spout for easy use. Another manufacturer introduces a steel strapping dispenser which feeds strapping around a package at a rate of five feet per second. Pictures and descriptions of other products which advance the industry's aim are presented on this and the following three pages. Additional information on any of the products can be obtained by circling the appropriate number on the Reader Service Card facing Page 49 in this issue.

## Tape-Over-Seam Closure

Union Special Machine Co. has developed a method of closing tops of multiwall paper bags with a tape-over-seam closure. The closure machine automatically applies pressure-

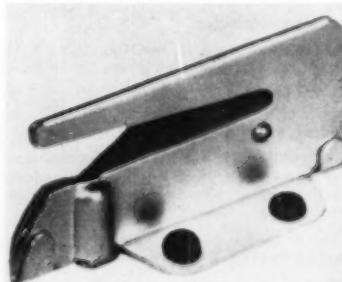


to sensitive, self-adhering tape in conjunction with the sewed closure. Tape is fed to the folder from a reel and tape guide assembly, then through a slot in the pressure foot just behind the needle. The tape is sealed over the line of stitching by the pressure of the presser foot. An automatic trimming device clips off the tape at each end of the closure. The closure is airtight.

Circle No. 60 on Card, Facing Page 49

## Twine Cutter

A safety twine cutter which may be mounted on a bench in any position



is manufactured by Flash Manufacturing Co. The cutter is completely safe. By pulling any twine, rope, or cord through the V-shaped opening, the spring action blade cuts it.

Circle No. 129 on Card, Facing Page 49

## Wirebound Pallet Box

Re-usable wirebound pallet boxes produced by General Box Co. feature five sizes which can handle 1 or 1½ ton. Slats are preattached to cleats from inside, then wires are stapled to cleats and slats from the outside to provide dual fastening for extra strength and resistance to distortion. The pallet boxes are easily assembled and knocked down for reshipment.

Circle No. 61 on Card, Facing Page 49

## Pop-Open Box

A new box offered with a telescoping cover which can be stored flat is manufactured by the Paige Co.



The box is 18 in. in length, 16-in. wide, and 19-in. high. It can be stored flat when not in use due to automatic folding action.

Circle No. 62 on Card, Facing Page 49

## Carton Bottom Stapler

Up to 4000 partially formed and cohered staples are contained in a single copper-coated coil used with the new Bostitch carton bottom stapler. The stapler eliminates 75 per

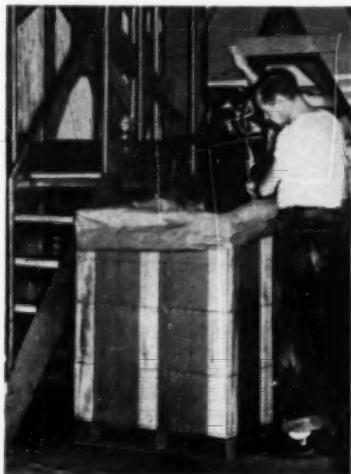


cent of the usual staple reloading time. As the operating lever drives a staple to the fore, another is formed simultaneously ready for driving. The bottom is motor driven and capable of stapling speeds up to 190 staples per minute. The machine has a post depth of 39 in.

Circle No. 63 on Card, Facing Page 49

## Wirebound Containers

Expendable bulk containers for warehousing, handling and shipping granules and powders are now being used for polyethylene resins and cellulose acetate molding powders. De-

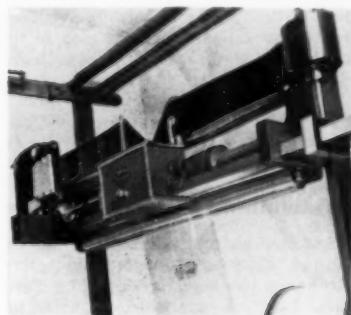


veloped by Package Research Laboratory and currently produced by Indianapolis Wirebound Box Co. and the Continental Box Co. Other wirebound manufacturers are reported going into production as the volume of granular and powdered materials in many plants has grown to a point where users are demanding bulk shipments from their suppliers. Completely prefabricated, the containers are of wirebound corrugated design with a polyethylene or heavy paper bag liner. Two basic sizes have a capacity of 22.9 cu ft and 50 cu ft.

Circle No. 64 on Card, Facing Page 49

## Roll-Leaf Imprinter

A roll-leaf imprinting attachment that operates on continuous-feed wrapping and bag-making machines

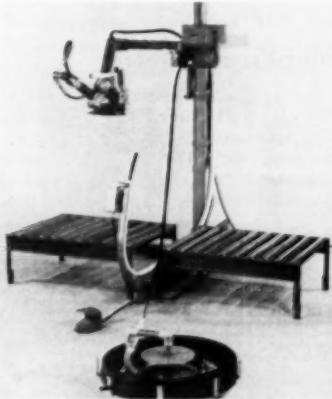


is offered by Adolph Gottscho, Inc. The new attachment is a compact unit that operates like an automatic typewriter. It makes crisp, rub-proof impressions of code dates or other legends through a ribbon of leaf material.

Circle No. 65 on Card, Facing Page 49

## Strapping Dispenser

A steel strapping dispenser introduced by Acme Steel Co. can be loaded by one man in less than a minute.



Strapping is stripped from the inside of the coil through a coil spring guide. The spring action of the strapping turns the dispenser to keep the coil against the outside edge of the unit. Excess strap is rewound onto the coil by the spring action of the steel strapping.

Circle No. 66 on Card, Facing Page 49

## Plastic Stencils

Stencils now are obtainable in clear polyester film in either machine cut characters or special handcut designs. In thicknesses of .0075 or .010, the



stencils, manufactured by Diagraph Bradley Industries, Inc., are flexible enough to conform to uneven surfaces and still give sharp, clean results. The stencils are impervious to ink, acids, and chemicals.

Circle No. 67 on Card, Facing Page 49

## Non-Skid Corrugated Container

Skid-resisting corrugated containers are being introduced by Olin Mathieson Chemical Corp. The new containers are designed to decrease damage caused by container skidding and slippage on production lines, in transit, and in warehouse operations. Non-skid properties are built into the board at the papermill.

Circle No. 68 on Card, Facing Page 49

## Liquid Dispenser

A new method for dispensing liquids from a container has been developed by Hedwin Corp. The system allows simple insertion of a sharp ended tube



through the carton and plastic insert. The polyethylene clamps tightly around the probe, allowing the contents to flow freely without leakage. A clip is provided with the tube for shut-off control. The vacuum caused by discharge is compensated for by the folding insert.

Circle No. 69 on Card, Facing Page 49

## Indelible Marking Pen

An indelible marking pen with a large liquid ink reservoir is offered



by W. J. Ruscoe Co. The felt point mechanism allows an even flow of ink to the point without any loss and avoids mess. The ink supply lasts about one year. The pen is available with black, red, green and blue ink. Circle No. 70 on Card, Facing Page 49

## Pressure-Sensitive Tape

Pressure sensitive sealing tape which provides instant sealing, waterproof closures, and permanent bond is announced by Mid-States Gummed Paper Div., Minnesota Mining and Manufacturing Co. No dispenser, water, heat, or solvent is required. The tape is available in widths of 1, 2, and 3 in.

Circle No. 71 on Card, Facing Page 49  
(Please Turn Page)

## ... On Parade

(Continued from Preceding Page)

### Carton Printer

A new carton printer which can imprint copy legends up to 9 x 6 in. on cartons is manually operated and imprints the ends while the carton is

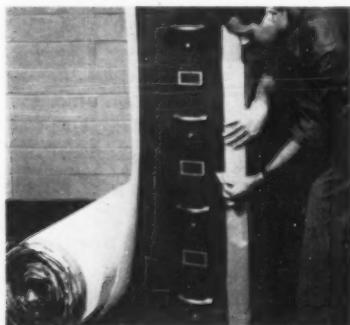


made. The operator places a carton over a shelf, pulls a lever, and the imprint is made. The printer, offered by **Rotary Imprinter, Inc.**, makes it possible for the smallest plant to improve cartons and print both ends with attractive private brands.

Circle No. 72 on Card, Facing Page 49

### Wadding Protection

The neutral pH and low sulfur content of **Cel-Fibe Div. of Personal Products Corp.** wadding helps safeguard metal products, including military equipment, from corrosion and other hazards in shipping and storage. The wadding effectively fills empty spaces within containers to restrict internal movement of contents.



Cel-Fibe is moldable and provides a conforming wrap to enclose delicate and fragile objects. It is available in bleached and unbleached types, moisture absorbent and resistant, plain and embossed, and with or without backing.

Circle No. 73 on Card, Facing Page 49

### Odor-Free Adhesive

A series of adhesives produced by **Morningstar-Paisley, Inc.** bonds aluminum foil to all types of paper and board stocks. The adhesives incorporate odor-free characteristics which allow stronger foil-paper laminations



in sensitive food products where only plain metallic foil could be used previously.

Circle No. 74 on Card, Facing Page 49

### Stencil Roller

**Diagraph-Bradley Industries, Inc.** is offering this self-inking stencil roller



which eliminates the use of an inking pad. Ink supply is contained in a plastic bottle which serves as a handle. Special valve action permits constant ink control regardless of surface porosity.

Circle No. 75 on Card, Facing Page 49

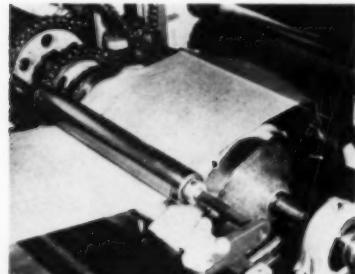
### Printed Steel Strapping

Printed steel strapping which displays the name or message of the user every two ft is being produced by the **Allegheny Steel Band Co.** Seven colors are available. Pilferers cannot replace the printed strap with an identical strap.

Circle No. 76 on Card, Facing Page 49

### Polyethylene Coater

The use of wax coating equipment to apply a new low-melt polyethylene resin called Epolene C to various



types of paper is being promoted by **Eastman Chemical Products, Inc.**, developer of the low-melt resin. Converters and coaters now can apply polyethylene directly to paper using existing melt coating equipment and techniques with slight modification.

Circle No. 77 on Card, Facing Page 49

### Flexible Urethane Foam

Flexible urethane foam has been fabricated into a specially-designed package to protect expensive gyro systems during shipment. The foam package was built by the **Lyon Aircraft Services Div. of Lyon Van and Storage Co.** From crossbars on both



the top and bottom help to cushion the instrument and provide a snug fit inside the metal shipping container. The nondusting characteristic of urethane foam is important in packaging delicate instruments.

Circle No. 78 on Card, Facing Page 49

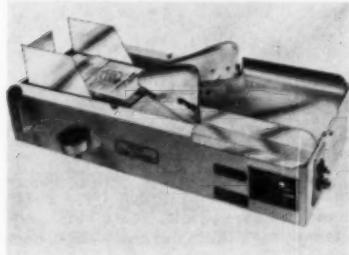
### Stretchable Cellulose Bands

Automated multi-packaging by a method which uses stretchable cellulose bands has been developed by **Tee-Pak, Inc.** A machine capable of speeds up to 30 units per minute slices the film into bands and stretches them under pressure. When the pressure is released the bands shrink back to normal size firmly around the package. The machine can be adjusted for a variety of sizes and multiples of rectangular products.

Circle No. 79 on Card, Facing Page 49

## All-Metal Bag Packer

An all-metal bag packaging machine with applications for packaging merchandise features a stainless steel non-magnetic feeder tray especially contoured for easy loading. The bag reservoir tray also is non-magnetic to facilitate the opening of polyethylene



bags which are prone to static blocking. Other features include an adjustable air generator and feather touch action product guides. The packager, manufactured by **Errich International Corp.**, opens poly, paper cellophane bags and plastic pouches. Circle No. 80 on Card, Facing Page 49

## Adjustable Stapler

A clip top packer with pneumatic lever handle that closes filled cartons and sets up empty boxes is available from **Container Stapling Corp.** This tool may be used in any position when suspended from a balance reel. Optional plate handle, mounted on top casting, is available also. The sta-



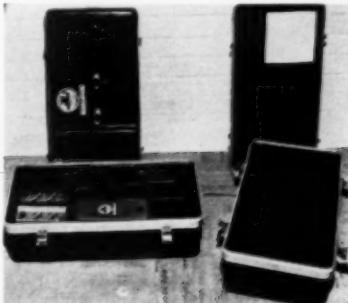
pler, which is adjustable, staples a, b, or c flute corrugated board. The adjuster automatically controls the staple clip for any flute thickness. Circle No. 81 on Card, Facing Page 49

## Colored Canvas Baskets

Colored canvas baskets and hampers are available from **W. T. Lane Brothers**. Baskets are produced in five colors and are plasticized for wet work. Colored baskets may be used to simplify basket-load identification. Circle No. 82 on Card, Facing Page 49

## Shock-Proof Case

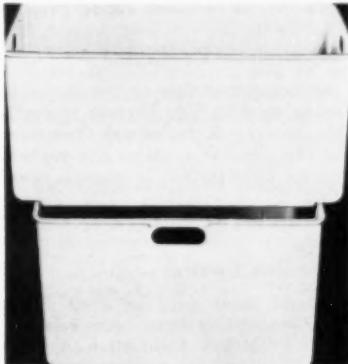
A new shock-proof case for products subject to damage is lined and compartmented with a one-piece molded foam and vinyl skin insert. The polyurethane padding with integral skin is molded to specifications in



simple or complex contours by the **Bostrom Corp.** The case shown houses a wet cell battery which is subject to accidental leakage, therefore the compartmented lid contains an absorbent sponge. Circle No. 83 on Card, Facing Page 49

## Fiberglas Box

Large materials handling boxes, made of molded fiberglas and polyester resin, are available from **Molded Fiber Glass Tray Co.** Special molded hand holes permit easy handling. Corner lugs permit compact stacking and prevent freezing of boxes. When full,



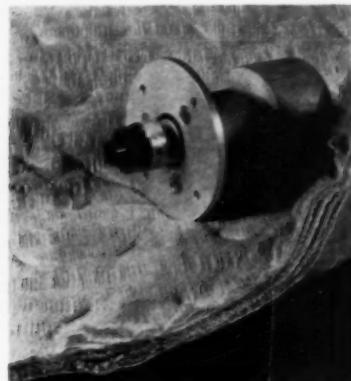
every box can be turned 90 deg for stacking. Notched bottoms allow straight, balanced stacks thus eliminating any danger of injuring contents. Circle No. 84 on Card, Facing Page 49

## Premixed Rigid Foam

New rigid urethane foam components, premixed in a two-part package, have been developed by **Allied Chemical Corp.** A processor need only combine the ingredients of two drums in a pre-determined ratio to produce a rigid non-friable foam. Circle No. 85 on Card, Facing Page 49

## Creped Cushioning

Creped wadding cushioning material which combines greater thickness with economy is announced by **Kimberly-Clark Corp.** Used for blocking, bracing, flotation, absorbent packing and surface protection, the material is



available in thicknesses ranging from .04 to .50 of an in. and bleached or unbleached, or in combination in a full choice of sizes in either roll or sheet form. Circle No. 86 on Card, Facing Page 49

## High-Speed Wrapper

**Battle Creek Packaging Machines** introduces this wide-range wrapping machine for weld-sealing unsupported polyethylene and other soft plastic films in speeds up to 75 packages per minute. The machine can be furnished with either end-fold or underneath-fold. The wrapper can handle



cellophane, waxed paper, laminated foils, various densities of polyethylene, heat sealing Mylar, cellulose acetate, and similar films. Circle No. 87 on Card, Facing Page 49

For additional information, simply circle the appropriate number on the Reader Service Card facing Page 49, in this issue.

# Packaging Literature on Review

**PROFITABLE** reading on the subject of packaging products and practices should include the informative literature described on this page. All literature mentioned can be obtained by circling the appropriate number on the Reader Service card facing Page 49 in this issue.

## Protection Against Rust

If you have a rust control problem in your plant, storage, or shipping areas this new illustrated booklet from **Ludlow Papers, Inc.** will be of immediate interest. Rust producing vapor can be controlled with a volatile corrosion inhibitor. A crystalline organic compound, dieyclohexylammonium nitrite, forms a vapor which is rust inhibiting. The unique properties of this rust preventative are handled completely in the booklet.

Circle No. 88 on Card, Facing Page 49

## Protective Padding

A guide to effective packaging under PPP-C-843 and UU-C-843 specifications is offered by **Wood Conversion Co.** It is complete with typical samples and specification tables. Flotation, pressure point padding, surface protection, absorbent packing, and thermo packing are discussed.

Circle No. 89 on Card, Facing Page 49

## Pneumatic Nailer

A portable pneumatic nailing tool that drives cohered T-nails which are assembled like staples, performs many nailing jobs better and faster than by hand. A flyer from **Calwire** describes the tool's performance and applications.

Circle No. 90 on Card, Facing Page 49

## Quick Addressing

How hundreds of cartons can be addressed in a short time is clearly explained in a new booklet released by **Weber Marking Systems**. The booklet describes how a company can cut shipment addressing costs. Written for management at all levels, the booklet is the story of addressing systems tailored to multiple-shipping operations. Included are step-by-step illustrations and case histories.

Circle No. 91 on Card, Facing Page 49

## Cushioning Material

**Armour and Company's** cushioning material—designed to save packing time, protect against breakage, reduce shipping costs, and be reusable—is covered in a brochure now available.

Circle No. 92 on Card, Facing Page 49

## Interior Packaging

**Kimberly Clark** is offering an informative brochure that is profusely illustrated with photographs showing the many uses of different cushioning grades.

Circle No. 93 on Card, Facing Page 49

## Polyethylene Packaging

An account of new opportunities in packaging with polyethylene is available from **U. S. Industrial Chemicals Co.** The circular explains the various uses for polyethylene in modern packaging.

Circle No. 94 on Card, Facing Page 49

## Fibre Box Contest

Official rules for the 1959 Fibre Box Competition have been released by the **Fibre Box Association**. A four-color brochure enumerates qualifications, limitations, classes, judging, and awards. All entries must be delivered in Washington, D. C., before January 20, 1959.

Circle No. 95 on Card, Facing Page 49

## Water-Shedding Box

Corrugated board specially treated to resist deterioration from water and high humidity is discussed in a booklet offered by **Hinde and Dauch**. The booklet is illustrated with photographs covering the case history of a company that uses boxes made of corrugated board to process and ship its produce.

Circle No. 96 on Card, Facing Page 49

## Packaging Machine

An 8-page bulletin describing a packaging machine which feeds parts, heats seals, prints, cuts off, and counts bags automatically has been published recently by **Product Packaging Engineering**. The machine is adaptable to small mechanical items either in single or multiple pack.

Circle No. 97 on Card, Facing Page 49

## Packaging Consultants

In its new 16-page brochure, **Container Laboratories, Inc.** explains the various services available through its facilities in research, design, testing, and special studies.

Circle No. 98 on Card, Facing Page 49

## Tape Reinforcement

New bulletin from **Chicago Printed String Co.** describes accepted methods of using high tensile-tape to reinforce corrugated cartons to provide hand hole, side wall, or corner score reinforcement. Tape is incorporated into the board at the time of manufacture and requires no separate processing.

Circle No. 99 on Card, Facing Page 49

## Portable Sealer

An easily handled 2½-lb sealer for kraft and reinforced tapes which moistens, applies, measures, and cuts tape is described in a flyer available from **Pack-Rite Machines**. The sealer's roller presses the tape firmly to the carton, pressing out air bubbles for a tight seal. Long seals can be made without fear of tape drying before application.

Circle No. 100 on Card, Facing Page 49

## Multi-Wall Foil Bags

Multi-wall foil bags for hard-to-ship materials consist of laminated aluminum foil walls combined with kraft and other materials. Explained with text and pictures in a leaflet from **Reynolds Metals Co.**, the foil-lined bag offers increased moisture vapor protection and is substantially made to resist chemical corrosion and grease penetration.

Circle No. 101 on Card, Facing Page 49

## ... Distribution

(Continued from Page 35)

two coats of this material. Special precautions ensure that both coats are applied with uniform thickness over all parts of the drum.

### Milk Tank Shippers

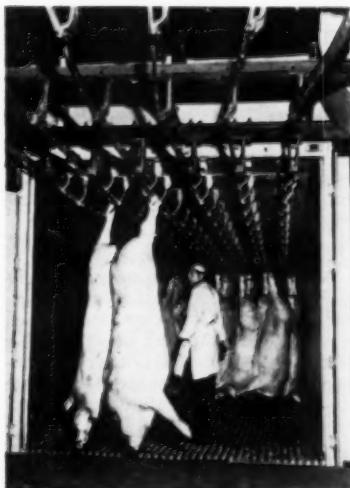
A 97 per cent saving in packaging time has been coupled with improved protection in a new package for shipping milk storage tanks. This development is used by Paul Mueller Co.

Formerly the company used indented paper to protect the stainless steel and enameled surfaces for warehouse storage or shipment. Wrapping, requiring the placement and taping of bulky pads, was very slow.

The new shipper consists of a large polyethylene bag which is slipped over the entire tank in less than 30 seconds. The bag then is tacked to the base of the crate, making a sealed package that protects against moisture and dirt. \*

(Resume Reading on Page 36)

### Meat Rails



The loading and unloading of hog carcasses is accomplished faster by means of meat rails in four refrigerated Brown Trailers built for Hyman Transportation Co. The rails eliminate lifting, carting, and rehooking. Instead of moving carcasses between trailer and plant, laborers now push the hook-hung meat directly into the plant or trailer.



## Ready-Power LPG-Electric Power Unit for Sit-Down Trucks

### MODEL HA-3 FOR 4000-6000 LB. FORK TRUCKS

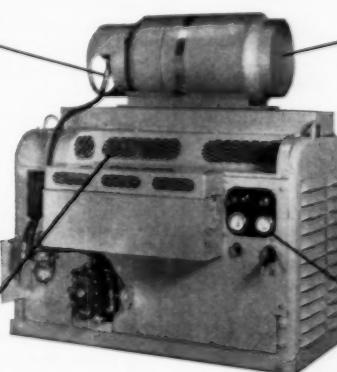
Now, get the advantages of full-time LPG-electric power for *any* electric, sit-down fork truck, regardless of make or model. Compact Ready-Power model HA-3 accommodates all seating arrangements . . . assures remarkably low-cost operation . . . minimizes objectionable fume problems. Compact LP-Gas cylinder is mounted on top of engine-generator housing for quick, easy interchangeability. Hinged cover and side plate give easy access to engine accessories; removable end plate permits service of generator. LP-Gas components are listed by Underwriters' Laboratories and comply with Factory Mutual recommendations. Write today for full information.

Flexible LP-Gas fuel lines withstand vibration . . . quick-disconnect coupling assures safe refueling.

LP-Gas cylinder is standard I.C.C. 33½-lb. or 43½-lb. capacity. A.S.M.E. tank is optional.

Recessed housing accommodates seating arrangement for all electric sit-down fork trucks.

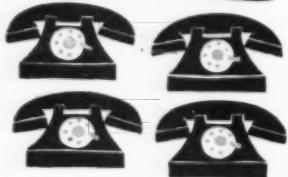
Instrument panel is within easy reach of operator, protected against damage.



## READY-POWER

The READY-POWER Co., 3821 GRAND RIVER AVE., DETROIT 8, MICH.

Manufacturers of Gas and Diesel Engine-Driven Generators and Air Conditioning Units; Gas and Diesel-Electric Power Units for Industrial Trucks  
Circle No. 8 on Card, Facing Page 49, for more information



## "person-to-person" warehousing

- Cooke personalized services and complete follow-through speed distribution, reduce costs, raise profits.
- 5 min. from Manhattan in Jersey City at vehicular tunnel entrances! Also at Trenton... on main highways of the rich Delaware Valley!
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## Free Literature . . .

(Continued from Page 49)

### Selecting MH Equipment

A fully illustrated article describing methods of selecting the correct materials handling equipment to achieve maximum space, time, and manpower savings is among the features of the Fall issue of the Lewis-Shepard Lever. The 16-page magazine, especially prepared for companies interested in materials handling, carries a semi-technical article on the science of hydraulics as applied to fork trucks. Other features include case studies. Each study is illustrated with a series of installation photographs.

Circle No. 46 on Card, Facing Page 49

### Box Specifications

The National Wooden Box Assn. announces the availability of revised specifications for nailed wooden and lock corner boxes for industrial use. Changes in the revised specification, determined by the industry's Specifications Committee, reflect current requirements and practices for both box users and manufacturers.

Circle No. 47 on Card, Facing Page 49

### Case History on Handling

How industrial trucks are utilized to provide a palletization program is the subject of Case History Report No. 38, published by The Elwell-Parker Electric Co. This literature contains numerous photographs illustrating all phases of the handling operations.

Circle No. 48 on Card, Facing Page 49

### Corrugated Boxes

An 18-page brochure is being offered by Gaylord Container Div. Case histories of savings in packaging and materials handling achieved by using corrugated containers are included in the brochure. Products covered include electric motors, tractor parts, electric controls, gasoline engines, and water pumps.

Circle No. 49 on Card, Facing Page 49

### Gravity Conveyor

Rapids-Standard Co., Inc. has released a 16-page bulletin dealing with various applications to which gravity wheel conveyors have been adapted. Making use of pictures, drawings, diagrams, and specification tables, the brochure is easily understood.

Circle No. 50 on Card, Facing Page 49

### Movie and Lit. Guide

Reynolds Metals Co. is offering an eight-panel brochure listing literature and films available from the company. Design; fabrication; applications (architectural, chemical and petroleum, electrical, highway, transportation, and maintenance) and products are the headings under which the various items are offered. Movie lengths are from 10 to 30 minutes.

Circle No. 51 on Card, Facing Page 49

### Conveyor System

A method of constructing belt conveyor systems with steel wire rope instead of rigid framing is described in a new specification sheet by Joy Mfg. Co. Called the Limberope conveyor, the system suspends flexible idlers between parallel strands of rope.

Circle No. 52 on Card, Facing Page 49

### Floor Trucks and Casters

Nutting Truck and Caster Co. has prepared a 20-page booklet illustrating and describing their trailers, drag-line trucks, dollies, jacks and skids, wagon trucks, barrel handling equipment, 4-wheel platform trucks, 49 different models of 2-wheel trucks, plus a variety of casters and special duty trucks.

Circle No. 53 on Card, Facing Page 49

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Express has just  
revised its popular  
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map and  
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### Tractor Runs Self

Up-to-date information on Barret Cravens Company's electronic industrial tractor which needs no operator is now available in bulletin form. The tractor is in use in food, paper producing, warehousing, metalworking, electronics, and the explosives industries. The tractor guide wire is placed in a shallow slot in the floor or merely taped to the floor. A sensing unit on the tractor guides it to the left or right.

Circle No. 54 on Card, Facing Page 49

### Oil-Resistant Belts

A guide to proper selection of oil-resistant conveyor belts is included in a new data sheet issued by B. F. Goodrich. A comparison chart indicates the most economical belt construction for handling material which contains oil or is treated with oil. Performance of three classifications of belting are compared in services where belts are subjected to petroleum oils, cutting oils, organic solvents, cleaners, lacquer solvents, and fatty oils.

Circle No. 55 on Card, Facing Page 49

### Trucking Costs

The importance of studying truck transportation costs in the bottling industry is discussed in a new booklet distributed by GMC Truck and Coach Div. One recommendation is that bottlers enlist the counsel of transportation specialists before selecting the proper vehicle for a specific operation. A series of questions and thought-starters in the booklet indicates the broad field of decisions to be made when selecting equipment.

Circle No. 56 on Card, Facing Page 49

### Package Cushioning

Package cushioning is the subject of a recent B. F. Goodrich offering. The booklet, 12 pages in length, is indexed for easy reference and treats such subjects as damage prevention, cushion factor, dusting, corrosion, temperature, effects of moisture, designing procedure, and peak stress cushioning tables.

Circle No. 57 on Card, Facing Page 49

### Two-Way Radio

Motor carrier use of two-way radio is described in a color brochure available from RCA. The brochure includes six advantages for motor carrier use of two-way radio.

Circle No. 58 on Card, Facing Page 49

### Marking Stencils

The Marsh Stencil Machine Co. is making available a folder which illustrates its line of stencil cutters, fountain brushes, inks, and electric tape machines.

Circle No. 59 on Card, Facing Page 49

(Resume Reading on Page 50)



Products of

*The American Pulley Company*

MATERIALS-HANDLING DIVISION

Philadelphia 29, Pennsylvania

Circle No. 9 on Card, Facing Page 49, for more information

FROM  
ANY  
ANGLE

AMERICAN  
Load-Lift  
PALLET AND SKID TRUCKS

Have... More Operator Benefits

... More Owner Economy

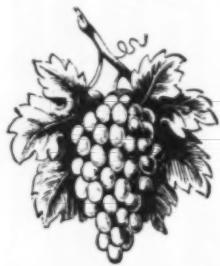
They Raise, Roll and Steer  
Easier.

No Flying Handles.

Yet they sell for as little as

**\$315<sup>00</sup>**

Ask your AMERICAN  
Distributor to demonstrate  
Pallet and Skid Models for  
easy handling of 2,000,  
3,000, 4,000, 6,000-lb. loads.



**For shipping grapes**



**or tapes**



**or fancy fur capes**

**The better way is  
Santa Fe**

ONE railroad all the way between Chicago, California and Texas! Call the nearest Santa Fe Traffic Office and have the longest railroad in the United States go to work for you.



## ... Platform Cart

(Continued from Page 43)

ess described in the standard, wheel treads must meet adjusted strength and hardness requirements.

The force necessary to separate the soft tread from its base shall not be less than 50 lb per in. of tread width, the Association says. A testing procedure to determine the degree of this adhesion also is outlined.

The Association requires that the elongation of the soft rubber treads shall be not less than 250 per cent with a decrease after the artificial aging process of not more than 25 per cent.

A compression test also is detailed. The permanent set under a deflection of 25 per cent of the original thickness of the test specimen may be no more than 50 per cent.

### Metal Wheels

Metal wheels are frequently used with movable equipment wherein loads and speeds are within specified limits. The metal wheel casting or stamping must be of a good grade of semi-steel, malleable aluminum, or sheet steel. It must be designed to resist shock impacts with a good factor of safety.

Plastic industrial wheels can be used on four-wheel industrial trucks when loads and speeds permit. They are suited for installations that are exposed to dilute solutions of organic acids. However, they are not recommended

for rough outdoor service over cobblestones, tracks, cinders, or similar surfaces; factory service over diamond grid floor plates, steel mesh, or floors of like character; use as friction wheel drives or as drive wheels, or where alkali is present.

Specifications for demountable rubber-tired wheels are not ready yet.

The caster and wheel equipment, the Association says, shall comply with the recommended maximum drawbar pull requirements shown on the chart on the opposite page.

### Rack

A rack having an inverted U frame of no less than 2 x 1 1/2 x 3/16 in. steel angle shall be welded permanently to the cart body on the swivel-caster end of the cart. The rack frame is to be 40 in. higher than the cart platform. An auxiliary push handle is to be mounted about 38 in. above the floor. This handle is to extend about 4 in. out from the rack uprights. The rack is to be equipped with a minimum of three horizontal and/or vertical slats.

A 9 x 10-in. blackboard and a cylindrical bill holder about 2 in. in diameter and 5 in. long are to be mounted on the rack.

Trucks to be used on an in-floor dragline, will have a tow pin 3/4 in. in diameter with tensile strength of 100,000 lb psi. At least the lower 2 in. of the pin will be hardened to 56 Rockwell C Scale.

The pin is to be protected and guided by a housing frame extending to no less than 2 in. above the floor. The pin control is to lift it no less than 2 in. above the floor when the truck is detached from the dragline.

For overhead chain conveyors, the carts may be equipped with chain and hook assemblies welded to rack uprights. Telescopic vertical masts with hooks at the top may be desirable where minimum travel space or narrow aisles are a problem.\*

(Resume Reading on Page 44)

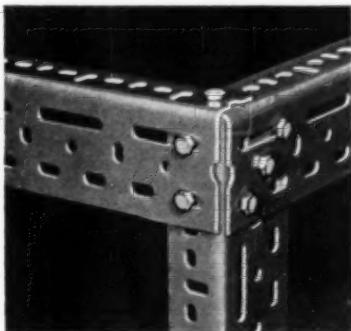


## ... Products

(Continued from Page 47)

### Galvanized Angle

Hot dip galvanized angle comes in 12- and 14-gage weights and 10- or 12-ft lengths. Holes and slots are punched into the angle so that it may be cut in any length and bolted

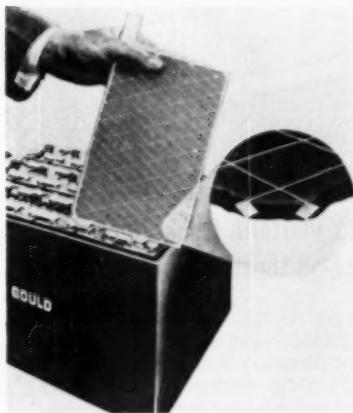


together to make storage racks, tables, guards, frames, carts, stands, derricks, or ladders. The material, produced by **Equipto**, is furnished with bolts and nuts. Instructions are packed with each bundle of 10 angles.

Circle 127 on Card, Facing Page 49

### Siliconic Battery Plate

The industrial division of Gould-National Batteries, Inc., has introduced a siliconic battery plate that delivers greater battery performance resulting in batteries having 10 to 25 per cent longer life and improved



electrical characteristics. Arsenic and silver-cobalt sulphates are introduced into the active materials of positive plates. The silver and cobalt migrate to all positive grid members and collect on the grid members to form an insoluble oxide surface impervious to acid and oxygen.

Circle 128 on Card, Facing Page 49

(Resume Reading on Page 48)

Circle No. 10 on Card, Facing Page 49, for more information

## It isn't Easy-



## ... Selecting the Right PLATFORM Truck!

To help you choose the right platform truck for every job—you'll want to have within easy reach, all the facts available in the big, clearly illustrated Hamilton Truck Catalog. It contains basic information on all Hamilton floor trucks... in hundreds of different types and sizes—in rated capacities to 12,000 lbs.



Write today for your copy of the Hamilton Truck Catalog, and the name of your nearest Hamilton representative.

**THE HAMILTON CASTER AND MFG. CO.**  
1718 DIXIE HIGHWAY • HAMILTON, OHIO

## STEAMBOAT

In 1811, four years after Robert Fulton steamed his *Clermont* down the Hudson, Nicholas Roosevelt (Teddy's Great Great Uncle) launched the Western Rivers' first steamboat, the *New Orleans*.

As the awesome Comet of 1811 streaked the sky above, the 148-foot, 100-horsepower side-wheeler set out from Pittsburgh for New Orleans on a maiden voyage "where anything could happen." Most everything did.

Just above the Falls of the Ohio, near Louisville, Mrs. Roosevelt gave birth to a baby. Just below the Falls, the *New Orleans* was unsuccessfully attacked by Chickasaw Indians.

Then devastating earthquakes hit the Ohio and Mississippi Valleys. The river bed shifted, whole islands and other landmarks disappeared. Refugees begged to be taken aboard. The Ohio shook so hard that passengers became seasick.

As the *New Orleans* left

the earthquake belt, she caught fire and most of the forward cabin was destroyed. And then came love. The ship's captain concluded a shipboard romance with Mrs. Roosevelt's maid, and married her at Natchez.

The success of the *New Orleans* heralded a new era. In the next three decades, 729 steamboats were built, and the Mississippi System became the world's great stream of commerce.

Today, 147 years later, the Union Barge Line Corporation—as a common and contract carrier—is regularly retracing the voyage of the *New Orleans* with fast, efficient diesel-powered tow-boats, and sleek welded-steel barges. Today, UBL shipment means least expensive shipment. It means prompt, dependable, safe deliveries and a standard of service that is unexcelled anywhere. Find out what shipment by UBL can mean to your profit picture.

**UBL**

Contact:

**UNION BARGE LINE • PITTSBURGH 22, PA.**

# Men . . .

(Continued from Page 26)

**Thomas M. Miller**—vice president-traffic and sales administration, Delta Air Lines, Atlanta, Ga.

**Robert D. Higgins**—named operations manager by TSA - Transcontinental, New York. **William L. Schwarz**—becomes district sales manager, Boston.

**E. M. Gordon**—is the new assistant to the vice president-purchasing and stores. **N. J. McMahon**—manager-purchasing and stores at United Air Lines, San Francisco. **G. Bernard Slobos**—appointed assistant to the vice president.

**Frank M. Turano**—appointed cargo sales manager, Alitalia, national airline of Italy.

**Harry D. Weller, Jr.**—has just been named vice president - sales, White Truck Div., Cleveland, Ohio; **Robert F. Sharpe**—new manager of the Southern Region, White Motor Co., Atlanta.

**Arthur A. Rosewall**—has just been made general manager of the Truck Leasing Div., Ryder System, Inc., Miami, Fla.

**John P. Hightower**—appointed assistant vice president of Consolidated Freightways, Inc., eastern Region; **James E. Scully**—named new general

manager, Upper Mid-West Div.; **Ray F. Halloran**—becomes general manager, Foster Freight Lines, CF subsidiary.

**John R. Tarte**—new manager of executive offices, Highway Trailer Co., Chicago.

**John P. McGill**—has just been made acting secretary of the Customer Relations Council, American Trucking Associations, Inc., Washington, D. C.; **Robert J. Mitchell**—new field representative for Indiana and Illinois, except Chicago.

**Ellis L. Armstrong**—becomes commissioner of Bureau of Public Roads, Washington, D. C.

## —Highway

**Parkman Sayward**—joins Consolidated Freightways, Inc., as vice president-sales.

**W. C. Kavanaugh**—product sales manager, Fruehauf Trailer Co., Detroit.

**Elmond L. Martin**—assistant to the

vice president, Consolidated Freightways, Inc., Menlo Park, Calif.; **Robert D. Morss**—manager of the Maintenance Div.

**Roy Fruehauf**

— advanced to chairman of the Board and chief executive officer, Fruehauf Trailer Co., Detroit, Mich.; **William E. Grace** (shown)—named president and chief operating officer; **Robert D. Hill**—vice president-finance; and **Robert D. Franklin**—new president of the Fruehauf Trailer Finance Co.



## —Rail

**John N. Ragsdale**—promoted to advertising manager of the Public Relations Dept., Association of American Railroads, Washington, D. C.

**Wallace M. Snow**—appointed to the newly-created system position of assistant to the vice president-freight sales and service, New York Central System, New York.

**Jack Kohler**—promoted to manager, New York Steel and Refrigerator Div. of Wilson Freight Forwarding Co., Carlstadt, N. J.

**J. Warren Lawson**—elected vice president-freight traffic, the Reading Co.; **T. H. Ramsey**—new general freight traffic manager; **H. J. Lobb, Jr.**—appointed freight traffic man-

Down goes a Magliner

DOWN GO LOADING COSTS!

And they'll stay down with Magliner magnesium dock boards on the job! Magliners speed loading, eliminate dock congestion . . . get extra work from power trucks and other loading equipment. Magliners are magnesium-light—easy to put down . . . easy to move. No heavy lifting . . . no injury hazards. Men, loads and equipment move fast, sure, safe. Magliners are magnesium-strong, too . . . built to take it . . . safely handle loads up to 20,000 lbs. Low initial cost. Less maintenance. Dependable long-life service. Economy and cost-savings right down the line! Put all these advantages to work for you. Put Magliners on your dock!

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Canadian Factory: Magline of Canada, Ltd., Renfrew, Ontario

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60



NOW! A PLATFORM TRUCK frame\* with double angle steel and round corners!\*\*

... the ONLY platform truck that combines all these features

\*FAR, FAR STRONGER BY TEST • \*\*ROUND CORNERS reduce damage, increase safety • STAKE POCKETS AT BOTH ENDS for flexibility • REMOVABLE TOP GRADE HARDWOOD DECK • STURDY STEEL AXLE SUPPORT • CASTERS with hardened double ball raceways • LONG LIFE — LIGHTWEIGHT.

Many designs in trucks, trailers, manual and dragline carts.

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DISTRIBUTION AGE

ager; **J. F. Leibrandt**—assistant freight traffic manager; and **J. D. Grier**—general freight agent.

**James S. Goode**—appointed truck analyst, Research Committee of the Southwestern and Western Trunk Line Railroads. Also, **F. M. Dowling**—rail analyst and **Dr. Paul H. Banner**—chairman and economist.

**Jervis Langdon, Jr.**—elected vice president and general counsel; **August W. Schell**—elected secretary, the Baltimore and Ohio Railroad Co.

**R. T. McSweeney**—becomes the new foreign freight traffic manager for Milwaukee Road; **W. S. Kee, E. J. Murphy**, and **W. F. Findley**—foreign freight agents.

**Emanuel J. Mounes**—appointed foreign freight agent, Illinois Central Railroad, Chicago.

**Henry V. Bootes**—is the new president of Shipper Car Line Div., ACF Industries, Inc., New York.

#### —Water

**Kermit R. Sadler**—appointed traffic manager, Port of Los Angeles.

**Calvin E. Dingler**—appointed director of the Port of Erie, Erie, Pa.

#### Materials Handling

**Alvin E. York**—in the newly-created position of sales manager-parts and service, Construction Machinery Div., Clark Equipment Co., Benton Harbor, Mich.

**Leo J. Pantas**—elected a director, The Yale and Towne Mfg. Co., New York.

**Lewis W. Lubenow**—appointed field sales manager, Semi-Bulk Materials Handling Div., Powell Pressed Steel Co., Youngstown, Ohio.

**David Ross**—named assistant vice president-general traffic manager, General Cable Corp., New York.



**John T. Page**—advanced to vice president and general manager, Cascade Manufacturing Co., Portland, Ore.

**Thomas N. Parlon**—named electric truck sales manager, Yale and Towne Manufacturing Co., Philadelphia.

**Wilbur E. Combs**—accepts new duties as manager of development for Mechanical Goods Div., United States Rubber Co., New York.

**William A. Fischer, Jr.**—new marketing director, Hanson and Shea, Inc., Pittsburgh, Pa.

**D. F. Adams**—is new vice president in charge of sales, Colson Corp., Chicago.

**James C. Richards, Jr.**—named vice president-sales, B. F. Goodrich Industrial Products Co., Akron, Ohio.

**N. V. Chehak**—has just been made sales manager at Link-Belt Speeder Corp., Cedar Rapids, Iowa; **D. F. Van**

**de Roovaart**—assistant sales manager.

**Floyd M. Mayse**—named manager-sales, Lamson Mobilift Corp., Portland, Ore.

**Charles D. Bobbitt**—appointed sales promotion manager, Trojan tractor shovel line, The Yale and Towne Mfg. Co., New York.

**W. L. Utley**—assistant secretary, Towmotor Corp., has accepted an appointment to serve on the College-Industry Committee of Material Handling Education.

#### Packaging

**G. Findley Griffiths**—appointed executive vice president, commercial; **Joseph H. Myers**—vice president, marketing; and **Noel E. Keefer**—vice president and treasurer, Acme Steel Co., Chicago. Also: **P. L. Dafoe**—promoted to vice president, Fabricated Materials Div., and **N. C. McNutt**—vice president, Strip Steel Sales Div.

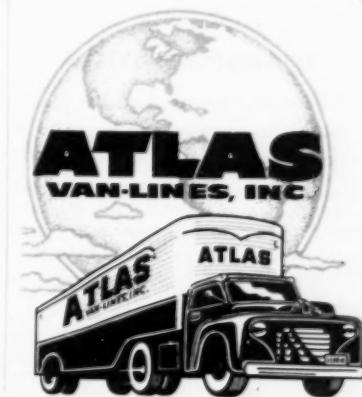
**C. J. Petry**—is the new general superintendent, Acme Steel Co., Chicago, Ill.; **P. W. Coffman**—assistant general superintendent; **A. E. Russert**—sales manager, strip steel div.

**Don DuVall**—appointed product sales manager, business papers and **William Ziegler**—named product sales manager, paperboard and pulp, The Champion Paper and Fibre Co., Hamilton, Ohio.

(Resume Reading on Page 29)

## NOW! NATIONWIDE

OFFERING  
SPECIAL  
ADVANTAGES  
TO  
HOUSEHOLD-  
GOODS  
MOVER AGENTS



## A modern truck for modern plants The **Hydrolectric** with most modern features

- 2 Drive Wheels instead of one
- 2 Braking Systems available instead of one
- 4 Wheel Stability instead of three
- Alloy Gear Transmission instead of chains
- 100% more Steering Ease—Greater Maneuverability
- 50% less Maintenance—Easy Accessibility
- Finger-Tip Control—Greater Safety



Write for Bulletin No. KP

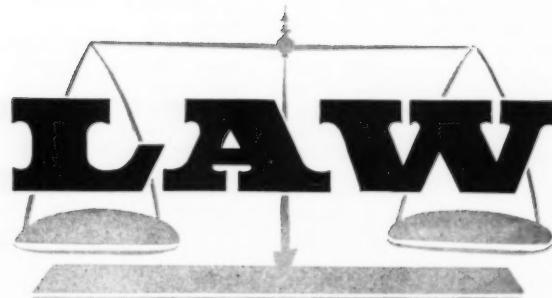
Put these modern features to work for you, greater profit at no additional cost.

*STUEBING* Designed • Engineered • Built  
**LIFT TRUCKS, INC. / CINCINNATI 14, OHIO**



THERE IS A TRUCK FOR EVERY PURPOSE TO HANDLE ANY KIND OF MATERIAL.  
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# Within the



By Leo T. Parker Legal Consultant, Distribution Age

## TRANSPORTATION

**May a new permit duplicate transportation services and be valid if public convenience is served?**

Last month a higher court held that although a new permit or certificate may duplicate transportation services, it is valid if public convenience and necessity is served.

For example, in *M—E—S—, v. C—C—*, 316 Pac. (2d) 865, it was disclosed that the Public Service Commission issued a permit to the *M—E—E—* to operate in a larger territory. Other carriers, including the *M—E—S—*, filed suit and asked the court to revoke the permit because the extension gave additional service or duplicate service of other carriers for which there is no present need.

The higher court approved the extension given the *M—E—E—*, and said that the order of the Public Service Commission was sufficiently supported by evidence of public necessity and convenience, although the extension might in some instances give duplicate service of other carriers between certain intermediate points.

**When a truck driver is paid wages by the lessee of a vehicle, does he remain an employee of the owner?**

A few weeks ago a higher court held that although a truck driver is being paid wages by the lessee of the motor vehicle, yet the driver may remain the lawful employee of the owner of the vehicle.

For illustration, in *A—I—E— v. I—A—C—*, 316 Pac. (2d) 759, the testimony showed facts, as follows: The *R—T—C—* leased certain equipment to the *S. E. T—L—C—*. The latter company agreed to pay rent for the use of the equipment. The trucking company agreed to maintain the

equipment. Also, the agreement provided that the lumber company would include the drivers and operators of the equipment on their payroll and pay all wages.

One night one *C—* was driving one of the trucks from the site of the lumber company to the nearest town and was killed when the truck ran off the road and plunged into a ravine.

In subsequent litigation the higher court held that the trucking company was liable for payment of compensation to *C—*'s widow. It said that as the trucking company had control over *C—* and told him what to do, the trucking company was the legal employer although the lumber company had *C—* sign an employment card and paid *C—* weekly wages. The court said:

"When a general employer (trucking company) lends an employee to a special employer, the special employer becomes liable for workman's compensation only if (a) the employee has made a contract of hire, express or implied, with the special employer; (b) the work being done is essentially that of the special employer; and (c) the special employer has the right to control the details of the work."

against the *T—V—L—*; *D—* and *W—Co.*; the *N—F—I—Co.*; and the *M—C—Co.*

The testimony showed that *T—* had stored certain goods with the *D—S—* and *W—Co.*, which goods had been destroyed by fire while in the possession of *T—V—L—*, successor to the *D—S—* and *W—Co.*

The details of this suit are unusually complicated. Especially interested readers can read the complete case in any good library by referring to the above citation. Here, it is well to briefly state that the higher court held the *D—S—* and *W—Co.* liable for *T—*'s loss, but at the same time this higher court held that detailed testimony and local laws may determine the liability of the insurance companies which, in view of anticipated testimony may be held liable, also. The higher court said:

"The judgment of the lower court in favor of *M—C—Co.* is reversed and remanded with instructions to the lower court to sustain counter-appellant's motion for a nonsuit and to dismiss *T—*'s suit against said *M—C—Co.*"

## WAREHOUSING

**Is the warehouse or insurance company liable to the owner of goods destroyed by fire?**

Considerable discussion has arisen from time to time over the legal question: If stored goods are destroyed by fire is the warehouse company or the insurance company liable to the owner of the destroyed goods?

According to a late higher court decision the answer to this legal question is dependent upon complicated and detailed testimony.

For illustration, in *T—V—L— v. T—*, 305 S. W. (2d) 646, Texas, a man named *T—* filed suit

**Is an employee legally discharged when he is laid off?**

According to a leading higher court decision the term "layoff" has legal meaning entirely different from the word "discharge."

For example, in *A— v. C—T—Co.*, 84 N.W. (2d) 593, the higher court was asked to decide whether or not an employee was legally "discharged" when he was "laid off." The higher court held:

"Any attempt to construe the word "layoff" as also applying to and including "discharge" of employees as used in the contract between the parties herein would result in the creation of an exception which would modify the contract."

## Frisbie Heads Atlas Van-Lines; Group Holds Annual Meeting

O. H. Frisbie was elected president of Atlas Van-Lines, Inc., at a recent meeting of the company's stockholders and Board of Directors in Washington, D. C.



Other Officers elected were: R. H. Eidsvold, executive vice president; E. J. Stark, eastern vice president; C. L. Elliott, western vice president; T. D. Irvin, southern vice president; R. G. Hammel, secretary; H. Kleinberg, treasurer; and A. W. Bueker, assistant secretary. R. W. Wilson was elected chairman of the Advisory Board and Carl F. Weber, vice chairman.

—DA—

## New NVLWA Officers Elected

At the recent Convention of National Van Lines, Inc., a non-profit association of NVL affiliates was formed. Officers of this organization are: Marvin Jacobs, New York Star Moving and Storage Co., Cleveland, Ohio, president; Lee C. Seymour, F and S Moving and Storage Co., Biloxi, Miss., vice president; and Don Gahris, Gahris Moving and Storage Co., Centerville, Ohio, secretary-treasurer.

—DA—

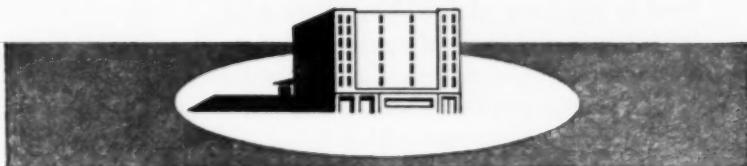
## New Ohio Warehouse



This new warehouse in Columbus, Ohio, has more than four and one-half acres of floor space and is constructed of cement block and steel. The building, opened by Ohio Warehouses, Inc., was erected in two sections. It has a 20-car railroad siding and truck docks for ten vehicles. Designed for storage-in-transit and distribution warehousing, the building has an 800-carload capacity.

DISTRIBUTION AGE

# Warehouse SPOTLIGHT



## Crain to Open Sales Firm

John G. L. Crain, southern California transportation executive and civic leader, has announced plans to formulate his own public warehouse sales representation following the recent closing of the Los Angeles office of D. H. Overmyer Warehouse Sales Co. The following firms have named Crain as their western representative: General Warehouse and Transportation Co., Oak Park, East Peoria, and Rockford, Ill.; Northwestern Transfer Co., Portland, Ore.; K and R, Inc., Hastings, Neb.; and Hutchison Merchandise Warehouse, Hutchison, Kas. He also will represent Pacific Van and Storage, and the Traffic Associates, Inc., both of Los Angeles.

—DA—

## Warehouse Briefs

A plant in Detroit, Mich., long idle, has been converted into a modern warehouse by the **Federal Storage and Terminal, Inc.** Federal's president is Phillip V. Colombini. Albert DeMascio is vice president and general manager of the new warehouse which includes 410,000 sq ft of space.

**All States Moving and Storage Co.** Pensacola, Fla., has completed a new branch warehouse at Ft. Walton Beach, Fla. It has 5000 sq ft of floor space.

**United Warehousing Co.**, Chicago Heights, Ill., announces its opening; it is operated by P. E. Joyce, Joyce Trucking Co.

**The James Cusick Moving and Storage Co.**, Bound Brook, N. J., is marking its 50th year in business.

## Men in the Spotlight

**Wayne D. Arnold**—elected assistant vice president of Interstate-Trinity Warehouse Co., Dallas.

**Kenneth F. Stepleton**—appointed president and chairman; **Jack L. Hemery**—executive vice president; and **Mark C. Garritson**—vice president, Continental Freezers of Illinois, Inc.

**Mrs. Rita Burnham Reese**—appointed to the newly created post of sales coordinator at Burnham's Van Service, Columbus, Ga.



**James W. Simms**—executive vice president and general manager; **George Neuhaus**—manager, New York office, U. S. Van Lines, Inc.; **Archie H. Stevens**—opens Reno, Nev., District Office; **Hazen H. Stevens**—opens Southern Div. with headquarters in Atlanta, Ga.

**B. J. Bereswill**—appointed vice president and assistant general manager, United Van Lines, St. Louis, Mo.; **P. B. Goelz**—becomes controller and assistant treasurer.

**William J. Donovan**—vice president of sales, T. G. Buckley Moving and Storage Co., Boston.

**Vincent J. Petrillo**—new manager of the Export Packing Div., Seven Santini Brothers, Inc., New York.

—DA—

*The American Red Ball Transit Co., Inc., with headquarters in Indianapolis, Ind., and its 300 agents have been awarded the rights to operate into California and Arizona. The granting of this authority by the ICC enables Red Ball to provide coast-to-coast service.*

# Warehouse Directory

Listed below are the more than 300 public warehouses whose services are advertised in this issue of **DISTRIBUTION AGE**. The listing is alphabetical by city and state. Included are general merchandise warehouses, refrigerated warehouses, and household goods warehouses. Also listed are certain warehouse sales organizations.

Additional information on the services and facilities of particular warehouses shown in the listing can be obtained by turning to the advertisements on the following pages. The advertisements appear in the same geographical, alphabetical sequence as the listings below. Still more information can be had by writing directly to the warehouse.

## ALABAMA

**Birmingham**  
American Tfr. & Whse. Co., Inc.  
Harris Warehouse Co.  
Strickland Tfr. & Whse. Co.  
**Dothan**  
Security Bonded Whse.

## ARIZONA

**Phoenix**  
Lightning Mvg. & Whse.

## ARKANSAS

**Little Rock**  
Commercial Warehouse Co.  
Terminal Warehouse Co.

## CALIFORNIA

**Long Beach**  
Signal Trucking Service Ltd.  
**Los Angeles**  
Bekins Warehousing Corp.  
Pacific Coast Terminal Whse.  
Co.  
Pacific Commercial Whse., Inc.  
Signal Trucking Service Ltd.  
Star Truck & Whse. Co.

### Oakland

Howard Terminal

### San Diego

Lyon Van & Storage Co.  
San Francisco

San Francisco Whse. Co.

## COLORADO

**Colorado Springs**  
Welcker Tfr. & Stge. Co.  
**Denver**  
Larsen Tfr. & Stge. Co.  
North Denver Tfr. & Stge.  
Welcker Tfr. & Stge. Co.  
**Pueblo**  
Burch Whse. & Tfr. Co., Inc.  
Welcker Tfr. & Stge. Co.

## CONNECTICUT

**Danbury**  
Shepard's Warehouse  
**Hartford**  
George E. Dewey & Co.  
Hartford Despatch & Whse.  
Co., Inc.

### New Haven

Atlantic Bonded Whse. Corp.  
Davis Storage Co.  
Smedley Company  
Stamford  
Schaefer, Inc.

## DELAWARE

**Dover**  
Delmarva Whses., Inc.

## DISTRICT OF COLUMBIA

**Washington**  
Commercial Storage Co.  
Kane Warehouse Company  
Terminal Stge. Co. of Wash.

## FLORIDA

**Jacksonville**  
Laney & Duke Stge. Whse. Co., Inc.  
M & M Term'l. Whse. Company  
Peninsular Whse. Company  
Union Terminal Whse. Co.  
**Miami**  
Colonial Warehouse, Inc.  
International Bonded Whse.  
Corp.  
Ryder Bonded Whse.  
Santini Bros., Inc.

## GEORGIA

**Atlanta**  
American Bonded Whse.  
Coweta Bonded Warehouse  
**Savannah**  
Savannah Bonded Whse. & Tfr.  
Co.

## HAWAII

**Honolulu**  
City Transfer Co., Ltd.  
H C & D Mvg. & Stge.

## ILLINOIS

**Cairo**  
Hudson Warehouses  
**Chicago**

Affiliated Whse. Companies  
Allied Distribution, Inc.  
American Chain of Whses., Inc.  
Anchor Storage Co.  
Associated Warehouses, Inc.  
Crooks Terminal Whses., Inc.  
Currier-Lee Whses., Inc.  
Equipment Storage Corp.  
Excel Bonded Warehouse  
Griswold & Bateman Whse. Co.  
Grove Storage Co., Inc.  
Joyce Bros. Stge. & Van Co.  
Lincoln Mayflower Whses.  
Majestic Whses., Inc.  
Midland Warehouses, Inc.  
North Pier Terminal  
Packers Term'l. & Whse. Corp.  
Producers Warehouse Co.  
Riverside Warehouse  
Soo Terminal Whse.  
Sykes Terminal Whse., Co.  
Thomson Terminals, Inc.  
Victor Stge. & Mvg.  
Wakem & McLaughlin, Inc.  
Western Warehousing Co.

**East St. Louis**  
Columbia Terminals Co.  
Mid-American Term'l. Whse., Inc.

Mississippi Avenue Whse.  
National City Public Whse.

### Joliet

Joliet Whse. & Tfr. Co.  
Transit Whse. & Dist. Co.

### Kankakee

Belt Route Whse. & Stge. Co.  
**Pekin**

Kriegsman Transfer Co.

### Peoria

United Facilities, Inc.

### Vandalia

Vandalia Whse. Corp.

### Waukegan

Victor Storage & Mov.

## INDIANA

**Elkhart**  
Schult General Warehouse

### Evansville

Beeler Warehouse Corp.  
Ingle Street Whse. Co.  
Mead Johnson Terminal Corp.  
Terminal Whse., Inc.

### Fort Wayne

Fort Wayne Storage Co., Inc.  
Mitchell Sales & Stge., Inc.  
Pettit Whses., Inc.

### Hammond

Illiana Storage Co., Inc.  
Nowak Warehouses, Inc.

## INDIANAPOLIS

Indiana Term'l. & Refrig. Co.  
Indianapolis Whse. & Stge. Co., Inc.

Merchandise Whse. Co., Inc.

Stroh Whse. & Cartage Co.

### Muncie

Oren-Shirley Whses.

## IOWA

**Cedar Rapids**  
American Tfr. & Stge. Co.

Cedar Rapids Tfr. & Stge. Co.

### Dubuque

Dubuque Stge. & Tfr. Co.

### Marshalltown

Rinehart Moving & Storage Service

## KANSAS

### Kansas City

G-K Warehouses, Inc.

Transit Warehouses, Inc.

### Wichita

Brokers Office & Whse. Co.

Merchants Van & Stge. Co.

Service Transfer, Inc.

United Warehouse Company

Yellow Van Moving & Stge. Co.

## KENTUCKY

### Louisville

Louisville Public Whse. Co.

Mid-Land Warehouse Co., Inc.

### Winchester

Winn Avenue Whses., Inc.

## LOUISIANA

### New Orleans

H. G. Bauer Mvg. & Stge. Co.

Commercial Term'l. Whse., Inc.

Gulf Shippide Storage Corp.

Hayes Drayage & Storage, Inc.

Jackson Warehouses, Inc.

Maloney Tking & Storage, Inc.

Standard Warehouse Co., Inc.

## SHREVEPORT

Herrin Tfr. & Whse. Co., Inc.

## MAINE

### Bangor

Galt Block Warehouse Co.

McLaughlin Warehouse Co.

## MARYLAND

### Baltimore

Camden Warehouses

Davidson Transfer & Stge. Co.

Rowley Transportation

## MASSACHUSETTS

### Boston

Charles River Stores operated

by Merchants Whse. Co.

Hoopack Storage & Whse. Co.

Kelso Warehouses, Inc.

National Dock & Stge. Whse. Co.

Standard Storage Co.

Wiggin Terminals, Inc.

## NEW HAMPSHIRE

### Manchester

McLane & Taylor Corp.

## NEW JERSEY

### Atlantic City

Atlantic Moving & Storage Co.

### Camden

Camden Marine Terminals

Eavenson & Levering

### Elizabeth

Lehigh Whse. & Transp'n Co.

Wheeling Transportation, Inc.

### Jersey City

Cooke Warehouse Corp., J. Leo Lackawanna Whse. Co., Inc.

Wheeling Transportation, Inc.

### Newark

Federal Stge. Whses.

Lehigh Warehouse & Transp'n Co.

### Port Newark

Wheeling Transportation, Inc.

### Trenton

Anchor Warehouse Co.

Delaware Valley Whse. Co.

## NEW YORK

### Brooklyn

Empire State Whses. Co.

### Buffalo

American Household Stge. Co.

Buffalo Merchandise Whses., Inc.

### Keystone

Keystone Warehouse Co.

Knowlton Warehouse, Inc.

Geo. Laub's Sons

Lederer Terminals

Wilson Warehouse, Inc.

**Deer Park, L. I.**  
Pinter Warehouse, Inc.  
**Dunkirk**  
Tidewater-Cleveland Stge. Corp.  
**Little Falls**  
Miller Warehousing Corp.  
**New York City**  
Affiliated Whse. Companies  
Allied Distribution, Inc.  
American Chain of Whses., Inc.  
Associated Warehouses, Inc.  
Bowling Green Stge. & Van Co.  
Chelsea Fireproof Stge. & Whses.  
Santini Brothers, Inc.  
West Side Warehouses, Inc.  
**Rochester**  
Geo. M. Clancy Carting Co., Inc.  
**Syracuse**  
Great Northern Whses., Inc.  
King Storage Whse., Inc.  
Midstate Whsing. Corp.  
Paul-Jeffrey Company  
**White Plains**  
J. H. Evans & Sons, Inc.  
**NORTH CAROLINA**  
**Charlotte**  
American Stge. & Whse. Co., Inc.  
Dixie Cartage & Whsing. Co.  
Union Whse., Co., Inc.  
**Raleigh**  
Carolina Stge. & Dist. Co.  
Raleigh Bonded Whse., Inc.  
**NORTH DAKOTA**  
**Fargo**  
Union Storage & Tfr. Co.  
**OHIO**  
**Akron**  
Cotter Merchandise Stge. Co.  
**Canton**  
Canton Storage, Inc.  
**Cincinnati**  
Cincinnati Term. Whses., Inc.  
**Cleveland**  
Assembly Distribution Service, Inc.  
Conaty Warehouse Co.  
Lederer Terminals

**National Terminals Corp.**  
Railway Warehouses  
**Columbus**  
Central Ohio Warehouse Co.  
Columbus Term. Whse. Co.  
Merchandise Whse. Co.  
Neilston Storage Co.  
Ohio Warehouses, Inc.  
**Dayton**  
Dayton Warehouses, Inc.  
Lewis & Michael, Inc.  
Union Storage Co.  
**Toledo**  
Edgar's Warehouses  
Great Lakes Term. Whse. Co.  
Merchants & Mfrs. Whse. Co.  
Toledo Terminal Whse., Inc.  
**Youngstown**  
Lederer Terminals  
**OKLAHOMA**  
**Oklahoma City**  
General Warehouse Corp.  
O. K. Tfr. & Stge. Co.  
**Tulsa**  
General Warehouse Corp.  
**OREGON**  
**Portland**  
Holman Transfer Co.  
Oregon Transfer Co.  
Rapid Transfer & Stge. Co.  
Rudie Wilhelm Whse. Co.  
**PENNSYLVANIA**  
**Allentown**  
Hummel Warehouse Co., Inc.  
**Altoona**  
Ward Warehousing Corp.  
**Butler**  
Nicholas Tfr. & Stge. Co.  
**Erie**  
Erie Warehouse Co.  
M. V. Irwin Moving & Stge.  
**Harrisburg**  
Central Storage & Transfer Co.  
Harrisburg Storage Co.  
Harrisburg Warehouse Div.  
Western Whsing. Co.  
**Lancaster**  
Lancaster Storage Co.

**Philadelphia**  
Commercial Warehousing Co.  
Gallagher's Whses., Inc.  
Mack Warehouse Corp.  
Merchants Whse. Co.  
Pennsylvania Whsing. & Safe  
Deposit Co.  
Terminal Warehouse Co.  
**Pittsburgh**  
Beacon Warehouse, Inc.  
Shadyside Tfr. & Stge. Co., Inc.  
White Terminal Co.  
**Scranton**  
Mifflin Warehouse Co.  
Quackenbush Warehouse Co.  
**Williamsport**  
Williamsport Storage Co., Inc.  
**SOUTH CAROLINA**  
Charleston  
Berkeley Storage Co.  
Charleston Whse. & Fwdg. Corp.  
**Columbia**  
Carolina Bonded Stge. Co.  
**TENNESSEE**  
Chattanooga  
Chattanooga Whse. & C.S. Co.  
**Memphis**  
Mayer Whse. & Term. Inc.  
Midwest Terminal Whse. Co.  
Poston Warehouses, Inc.  
Vaiden Warehouse  
**Nashville**  
Bond, Chadwell Co.  
Central Van & Stge. Co.  
**TEXAS**  
Corpus Christi  
Crocker Transfer & Stge. Co., Inc.  
**Dallas**  
Cliff Delivery Service  
Dallas Transfer & Term. Whse. Co.  
Interstate-Trinity Whse. Co.  
**El Paso**  
El Paso Term. Whses., Inc.  
International Whse. Co.  
**Fort Worth**  
Binyon O'Keefe Stge. Co.  
Johnson Stge. & Van Co.  
United States Cold Stge. Corp.  
**WISCONSIN**  
**Green Bay**  
Leicht Tfr. & Stge. Co.  
**Madison**  
Hansen Stge. of Madison, Inc.  
**Milwaukee**  
American Warehouse Co.  
Hansen Storage Co.  
National Warehouse Corp.  
Terminal Storage Co.  
**CANADA**  
**Toronto, Ont.**  
Howell Warehouses Ltd.  
Terminal Warehouses Ltd.  
Toronto Storage Co. Ltd.  
**Montreal, Que.**  
St. Lawrence Warehouse, Inc.

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Established 1913



**American Transfer & Warehouse Co., Inc.**  
831 N. 19th Street Birmingham 2, Ala.  
Merchandise and Household Goods  
Warehouse, Concrete and Steel Construction—  
150,000 sq. ft.—sprinklered, ADT Alarm, Private  
siding, Frisco railroad, Pool Car Distribution  
and heavy machinery hauling. 50 Trucks of  
All Types.

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Pool Cars Handled  
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General Merchandise Storage and Distribution  
Pool Car Service a Specialty—Motor Truck Service  
Centrally Located—Free Switching from All R.R.s

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Receiving—STORAGE—Handling.  
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Offering complete warehouse service  
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- Free Switching
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- Private Sidings —
- 20 Car Capacity

Consign shipments via S.F.—S.P.

Storage and Nationwide moving of household goods.

Represented by  
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Represented by Allied Distribution, Inc.  
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### COMMERCIAL WAREHOUSE CO.

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LITTLE ROCK, ARK.

LITTLE ROCK, ARK.



ARKANSAS LARGEST WAREHOUSE  
Merchandise and Household Storage

FIREPROOF-CONSTRUCTED  
Pool Car Distribution—Agent, Allied Van Lines

TERMINAL WAREHOUSE CO.

Member American Warehousemen's Association  
American Chain of Warehouses

LITTLE ROCK

ARKANSAS



LONG BEACH, CAL.

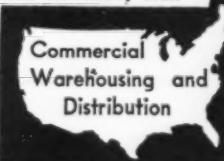
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AND  
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LOS ANGELES, CAL.

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120 Pieces Motor Equipment

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Represented by Distribution Service

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315 Marine Ave., Wilmington, California

Nevada 6-1851 • Terminal 4-2564

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**GENERAL MERCHANDISE**



Established 1900

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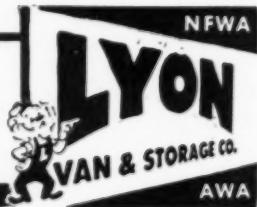
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**COMMERCIAL WAREHOUSING,  
LOCAL CARTAGE**

Largest commercial warehouse in San  
Diego area. Santa Fe spur, free switching  
any R.R. 5 forklifts. 105,000 sq. ft.

Sprinklered  
E. B. GOULD, Mgr.  
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Gridley 7-3191

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SUTTER 1-3461

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**COMPLETE  
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Draying and Pool Car Distribution  
Office Accommodations and  
Telephone Service

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Member  
American Warehousemen's Assn.  
Distribution Service, Inc.

Colorado Springs, Colo.

SIERRA MADRE at LAS ANIMAS

**WEICKER** TRANSFER &  
STORAGE CO.

- ★ Pool car distribution—
- ★ Moving, packing, shipping.
- ★ Crane, Winch, Heavy hauling equipment.



Agent ALLIED Van Lines

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Facing page 49 to check your selections

and Firms are Arranged Alphabetically

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Specializing in General Merchandise Storage  
and Pool Car Distribution

- TELETYPE DN 536
- PRIVATE SIDING U.P.
- FREE SWITCHING
- SPRINKLERED SPACE
- LOCAL DELIVERIES
- LOW INSURANCE RATE

### LARSEN TRANSFER & STORAGE CO.

P.O. Box 8152 Terminal Annex Denver 17, Colorado

Represented By

### Affiliated WAREHOUSE COMPANIES

NEW YORK



CHICAGO

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★ foot of the Rockies

The LOGICAL "break-bulk" point

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—Where carload minimums change.

## NORTH DENVER

★ the logical place to Warehouse!

COMPLETELY UP-TO-DATE:

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Wabash 2-3567

ALLIED DISTRIBUTION INC.

NEW YORK 36  
11 West 42nd St.  
PEan 6-0867

DENVER, COLO.

1700 Fifteenth, Denver 17, Colo.

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hold goods storage.  
★ Pool car distribution—12 car siding.  
★ Moving, packing, shipping equipment.  
★ Crane, Winch, Heavy hauling.  
★ Operate a statewide, daily motor freight  
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Truck Lines. To Principal Cities, Wholesale  
and distribution facilities. Wholesale  
Colorado Springs and Pueblo.  
Low  
Insurance Rates

★ AGENT ALLIED VAN LINES—

PUEBLO, COLO.

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WAREHOUSE AND  
TRANSFER CO., INC.

General Office and Warehouse  
200 SO. SANTE FE AVENUE  
Modern Sprinklered Fireproof Building—Freight  
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Merchandise Storage.

PACKING AND SHIPPING



PUEBLO, COLO.

128-130 SOUTH MAIN

## WEICKER TRANSFER & STORAGE CO.

- Modern Sprinklered Building
- Household and Merchandise Facilities
- Pool Car Distribution
- Freight Forwarding and Distribution

★ AGENT ALLIED VAN LINES—



DANBURY, CONN.

In the Gateway to So. New England

You're Sure of Service When You Ship to

## SHEPARD'S WAREHOUSE

THE GEO. A. SHEPARD & SONS CO.  
BETHEL, CONN. TEL.: Pioneer 8-3568

Our warehouse—75,000 sq. ft., sprinklered, heated, with private  
siding—is located just 3 mi. from Danbury, on the New Haven RR,  
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HARTFORD, CONN.

LET DEWEY  
DO IT  
GEO. E. DEWEY & CO.  
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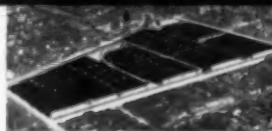
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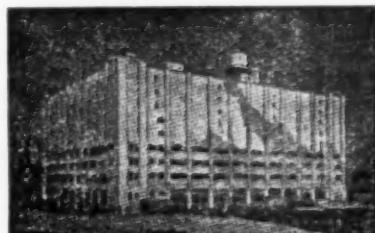
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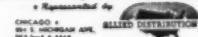
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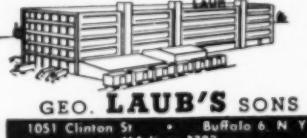
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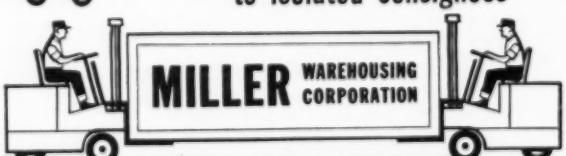
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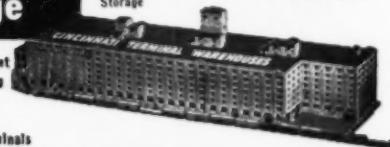
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EXPRESS 1-4970

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COMPLETE WAREHOUSING SERVICE

## THE CONATY WAREHOUSE COMPANY

Merchandise Storage Pool Car Distribution



LOCAL DELIVERY

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Represented by Affiliated Warehouse Companies, New York City &amp; Chicago, Ill.

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WATER, RAIL and  
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Connecting R. R. Offices: FOOT OF E. 9th ST.  
facilities. A.D.T. Protection

Cleveland 14

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TERMINALS

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Complete Modern Facilities For  
Efficient And Economical  
Warehousing And Distribution

## RAILWAY WAREHOUSES

Division of Gera Corporation

3540 Croton Ave. • Cleveland 15, Ohio • MAin 1-0030

- FIVE CENTRALLY LOCATED FIREPROOF WAREHOUSES
- COMPLETE A.D.T. PROTECTION
- LOW INSURANCE RATES
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and Firms are Arranged Alphabetically

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**NATIONAL TERMINALS CORPORATION**

1200 West Ninth Street, Cleveland 13, Ohio

Four Modern Warehouses in Downtown Section  
General Storage, Cold Storage, Office Space and Stevedoring  
at our waterfront docks.

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- Pool Car Distribution
- Fast, economical local delivery service
- Low insurance rate
- Centrally located

100,000 SQ. FT.  
IDEAL STORAGE  
SPACE



awii  
ASSOCIATED  
WAREHOUSES  
INCORPORATED

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Modern warehouses and storage facilities. A.D.T. System. Private double track siding. Free switching from all railroads.

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370 W. Broad St., Columbus 8  
Complete service for  
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Members A.C.W.—O.A.W.—A.W.A.

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Modern warehouse for merchandise—Low insurance  
—Central Location in jobbing district—Private  
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**MERCHANDISE WAREHOUSING  
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• 10 car private rail sidings, free switching to all railroads  
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**DAYTON,  
OHIO**



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6-1681**

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storage and distribution

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- Modern handling
- Local carriage service
- Pool car distribution
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BIGGEST  
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1903

1957 EXPANSION  
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APPROXIMATELY  
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**EFFICIENT STORAGE  
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LARGEST MODERN PUBLIC GENERAL MERCHANDISE  
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CENTER OF JOBBING DISTRICT

Sprinklered Buildings—100,000 square feet Dry Storage—  
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Merchandise storage • Pool car distribution •  
Fireproof • Private siding Nickel Plate Road  
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Complete Merchandise Storage and

Pool Car Distribution

Truck Service—P.U.C. and I.C.C. Certificates

Private Siding—L.V.R.R.

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President

We proudly announce the opening of our new modern all-purpose warehouse here in the heart of the Keystone State. Our aim is to give the best possible service and this aim is backed up by 25 years experience in the transportation field.

- Low insurance costs.
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- 18' ceilings—No load limit.
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Merchandise and Household Goods



Pool Car Distribution

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Packing and Crating

Free Swabbing

2 Warehouses 41,000 sq. ft.

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POOL CAR DISTRIBUTION

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and Firms are Arranged Alphabetically

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MODERN WAREHOUSE FACILITY

Efficient freight handling equipment.

EXPEDITIOUS DISTRIBUTION



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INC. 1902

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PENNA. R. R. SIDING

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Merchandise and Household Goods Storage

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Complete Storage and Distribution Service

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Low Insurance Rates

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Established 1865

Gallagher's Warehouses, Inc.

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Merchandise Storage Direct Siding—Penna. R.R. and Reading R.R.

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DA's 1957-58 Industrial Truck Specifications include specifications on 1000 basic models of industrial trucks. Included are high-lift and low-lift fork and platform trucks, non-lift platform trucks, towing tractors, straddle-type end loaders, and shovel-type front-end loaders. Copies of the booklet may be obtained through DISTRIBUTION AGE at 50¢ a copy. Prices on quantity lots on request.

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- ★ Four buildings in south, central and northeast sections of the city including convenient waterfront locations
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- ★ Pool car distribution
- ★ Export packaging
- ★ Mobile crane and fork lift equipment
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- ★ PRR, RDG & B&O Railroad sidings
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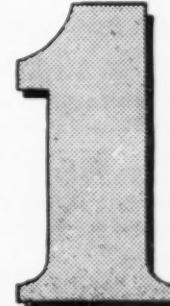
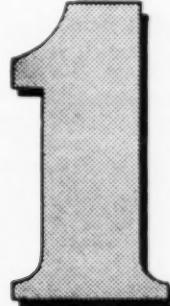
Eavenson & Levering Company—Division of Mack Warehouse Corp., Camden, New Jersey

400,000 Square feet of well-planned storage space

Mack Transportation Company, Philadelphia, Pa.

400 Trucks, tractors and trailers

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Eleven separate, well-equipped warehouses to better serve your distributional needs in the teeming Delaware Valley region.

### MERCHANTS WAREHOUSE CO.

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## PHILADELPHIA

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Workmen are careful and competent. Modern mechanized equipment moves the most difficult commodities safely and swiftly. Exceptional rail and highway facilities. One- to 10-ton trucks for fast store-door delivery. Write us today for full information about the money-saving advantages "Pennsylvania" offers you in Philadelphia.

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Henry H. Becker, 53 W. Jackson Blvd., Chicago 4

### PENNSYLVANIA

WAREHOUSING & SAFE DEPOSIT CO.

303 Chestnut Street • Philadelphia 6, Pa. • Tel. LOmbard 3-3893



## Chuting the News . . .

(Continued from Page 16)

### Middlewest Conference Studies Transportation Act Provisions

Provisions of the Transportation Act of 1958 were reviewed by industrial traffic managers and trucking executives during the Sixth Annual Meeting of the Midwest Shipper-Motor Carrier Conference in Omaha, Neb.

V. L. Emery, chairman of the Classification, Rate and Tariff Committee, reviewed recent changes in freight class rate structure made by the Eastern Central Motor Carriers' Association. The new structure, which will be put into effect shortly, is an alternating one in which one group of rates are the same as rail and the other group about 15 per cent higher than rail.

Uniform commodity descriptions also were discussed.

A slate of officers headed by Grant L. Moran, general traffic manager, Western Auto Supply Co., Kansas City, Mo., was elected.

### Freund Speaks at Symposium

Fred G. Freund addressed the fourth annual Joint Military-Industry Packaging and Handling Symposium in Washington, D. C., recently. Freund, director of the traffic department of the American Trucking Association, said that daily truck shipments could cut inventories in half, adding more than two-thirds of profitable storage space.

—DA—

### Transportation Seminar Closes

A three-week Transportation Executives' Seminar devoted to sharing transportation information on current economics, history, labor relations, and other vital topics closed recently at the Transportation Center, Northwestern University, Evanston, Ill. The program included lectures and informal discussions.

## RELAX . . .

let "Terminal"  
take over your  
distribution and  
storage worries  
in Philadelphia



You'll be amazed how "Terminal" can expedite your distribution in Philadelphia and the rich trading area surrounding it. Here you have not only eight huge, well-managed modern warehouses (over 1,600,000 sq. ft.), but also our big fleet of trucks for fast store-door delivery. Private siding connections with P.R.R. and the Reading, spacious truck docks. Mechanized handling by skilled personnel. U.S. Customs bonded space. Pool-car service. Storage-in-transit privileges. Here are all the facilities, services and experience you need for efficient, low-cost distribution in this region. Write us today about your problems and requirements.

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CHICAGO 11: 251 E. Grand Ave.—Superior 7180

Represented by DISTRIBUTION SERVICE, INC.—an association of good warehouses located at strategic distribution centers.

### Kaufman Elected PI President At Annual Forum in Chicago

New Packaging Institute officers created at the Annual National Packaging Forum are: Charles W. Kaufman, president; George Weissman, vice president; John C. Clay, Norman L. Esthus, and Fred W. Langner, directors. Roy W. Abing was appointed chairman of the 1959 Forum to be held Nov. 16-18.

This year's award winners are: N. W. Postweiler, Riegel Paper Co.; Bristol-Myers (Corporate Award); Charles A. Southwick, Jr. (Professional Award); and James H. Parliman of the Plax Corp. (Technical Operations Committee Award).

—DA—

*A short course concerning the mechanical refrigeration cycle as applied in refrigerated motor carriers was sponsored recently by the American Refrigeration Institute as part of a technical school for supervisory and maintenance personnel held at Michigan State University.*

(Resume Reading on Page 19)

and Firms are Arranged Alphabetically

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For Personalized Warehousing

IN PITTSBURGH  
CENTRALLY LOCATED

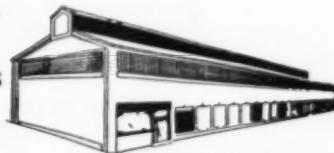
General Merchandise  
Storage

Distribution

Daily cartage within 75  
mile radius

Pool car distributors  
PRR 7 car siding

150,000 sq ft. One floor



M. MALLET—GENL. MGR.

BEACON WAREHOUSE INC.

3011-39 SMALLMAN ST. PGH.

EXPRESS 1-3420

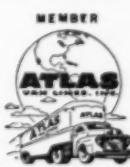
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STORAGE CO., INC.

3421 Smallman St., Pittsburgh, Pa.

Telephone: Museum 1-0500 TWX-PG 216

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STORAGE IN TRANSIT

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COMPLETE TRUCKING FACILITIES

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**WHITE** Terminal Company

2525 Railroad Street

Also Operators of  
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Established 1918

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Established 1926

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New one story structure, completely sprinklered and fully  
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Private siding Erie Railroad. Pool car distribution.  
Experienced personnel.

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**WILLIAMSPORT STORAGE COMPANY, INC.**

(Est. 1921)

Economy — Experience — Service — PRR. Sidings  
Specialized! — Storage-in-Transit! — Now! — Through Rates Protected  
From West to Eastern Seaboard, N. Y., New England and Vice Versa  
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Williamsport is Closer in Miles and Minutes to The Greatest U. S.

Market — 200 Miles Radius — 30% U. S. Population

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STORAGE and DISTRIBUTION**

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.  
Private Tracks Connecting with All Railroad and Steamship Lines.  
Motor Truck Service. Low Insurance Rates.

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AND FORWARDING CORPORATION**

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Distribution Center of South Carolina

**CAROLINA BONDED STORAGE CO.**

ESTABLISHED 1928

General merchandise and household  
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Pool Car Distribution. Private rail sid-  
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COMPLETELY MECHANIZED

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POOL CAR DISTRIBUTION & STORAGE IN TRANSIT

Located on the Frisco-Illinois Central & Missouri Pacific & L&N  
with Reciprocal Switching

MEMPHIS, TENN.

**COMPLETE WAREHOUSE FACILITIES**

for the proper Storage  
and Distribution of your  
Merchandise in the Memphis trade area.



**POOL CAR DISTRIBUTION**  
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MEMPHIS, TENN.

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671 to 679 South Main St., Memphis 2

Insurance Rate \$1.20 per \$1,000 per Annum. Distribution a Specialty Merchandise storage, dependable service, free switching. Local cartage delivery. Illinois Central and Cotton Belt Railway tracks. Automatic sprinkler. A.D.T. watchmen.

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**Merchandise Storage**

Brick, Concrete, Sprinklered Warehouse, ADT Automatic fire alarm. Private siding: ILL Central, STL. & SW RR. Consign shipments via any RR. Pool car distribution. Branch office facilities.

Member Southeastern Assn.

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USE THIS NEW MODERN WAREHOUSE  
TO CUT YOUR DISTRIBUTION COST  
AND TO SERVE YOUR CUSTOMERS BETTER



**GENERAL MERCHANDISE STORAGE**

SPOT STOCKS

POOL CAR DISTRIBUTION

CITY DELIVERIES AND SHIPMENTS MADE PROMPTLY  
STORAGE IN TRANSIT

PRIVATE R.R. SIDING, 18 CAR CAPACITY

UNLIMITED FLOOR LOAD

ALL FIREPROOF CONSTRUCTION WITH  
SPRINKLER SYSTEM AND ADT PROTECTION

INSURANCE RATE 6.3 CENTS PER \$100 PER YEAR

MEMBER AMERICAN WAREHOUSEMEN'S ASSOCIATION

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NASHVILLE 1, TENN.

NASHVILLE, TENN.

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MERCANTILE AND HOUSEHOLD STORAGE  
WAREHOUSE STOCK and POOL CAR DISTRIBUTION  
Automatic Sprinkler System—Centrally Located

CORPUS CHRISTI, TEXAS

Newest Warehouse in South Texas

**CROCKER TRANSFER & STORAGE CO., INC.**

- Brand New, All Concrete & Masonry
- Merchandise & Household Goods Storage
- Air-Conditioned Rental Office & Display Room
- 6-Car Private Siding—Free Switching
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Established

1910

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54,000 sq. ft.

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Private Rail Siding Storage & Distribution  
A.D.T. Supervisory Service Low Insurance Rate

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Modern Fireproof Construction—Office Displays,  
Manufacturers, and Warehouse Space

MEMBERS: A.W.A., N.F.W.A., American  
Chain of Warehouses, Southwest Warehouse  
& Transfereemen's Assn., Rotary Club.

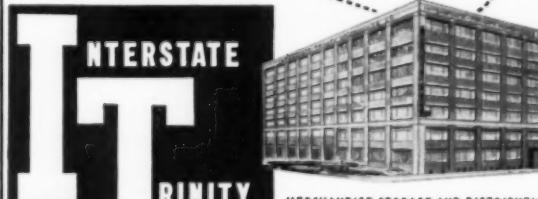
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DL-344  
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## Nationalization . . .

(Continued from Page 29)

There is still time, however, to preserve our railroads as the "hub of economic freedom." But there is a dangerous lack of interest among too many executives. Many of our largest corporations appear concerned only with their particular problems of transportation. They fail to see that Federal ownership of the railroads, ultimately means nationalization for them too.

Business executives have not expressed a willingness to assist in any collective program to deal with the problem; nor have they assumed any individual responsibility for the policies under which rail transportation is conducted, or for the financial stability of this public service. This attitude is widespread. It leads to the conclusion that, should the catastrophe of nationalization befall our railroads, the blame will rest not alone upon socialistic elements in the government. Blame also will rest upon those business leaders whose policies, actions, and omissions have brought about a set of conditions under which privately operated common carriers could no longer survive.

If railroads are to provide adequately for the needs of their customers under private ownership, the willingness of private investors to put new money into the industry's fixed plant must be revived. These investors are not holding back for fear that the nation's need for railroad service will disappear. Their reluctance

does not arise from fear of vanishing demand. Rather it stems from the fear, born of experience, that government treatment of the railroads will deny a reasonable return and reasonable safety of principal.

A drift toward nationalization cannot be stopped through public sentiment, nor relaxed regulation alone. Volume of freight and passenger traffic leading to net profit is the real answer. Business leaders must make a choice. If they continue to patronize rate-chiseling forms of transportation for temporary gain, they invite inevitable nationalization of all common carriers.

A Federal bureaucracy would fix the rates and shippers would pay. They would pay for all the excesses and wastes inherent in a

system of government ownership and for the misuse of the function of transportation as an instrument to socialize our communications, public utilities, and basic industry. The right of a shipper to select the kind of transportation would be drastically curtailed or eliminated. Except for a shipper's right to operate his own trucks for purely private purposes, he would have to depend entirely upon Government-supplied transportation. The right to route would disappear.

We simply cannot afford, any way one looks at it, to have nationalization of the transportation industries. Let us recognize the danger signs. But, at the same time, let us do more than view them with alarm and deplore the conditions which create them.

It well has been said that "nationalization of transportation, and of other industries in its wake, can be averted if employers and employees, shippers and carriers, are awake and willing to solve the problems now confronting us through the proper application of private ownership and operation, sound management, and cooperation in pursuing our reasonable self-interest, under constructive and fair government regulation."

These things can be done if all carriers and all shippers realize their mutual danger and seek out the ways to solve the problem in time. It is wholly unrealistic to dismiss the probability of nationalization lightly, or to rely on the hope that "it can't happen here." •

(Resume Reading on Page 30)



Dean Van Lines, Inc., Long Beach, Calif., recently announced the purchase of 15 new Fruehauf Cubeliner vans. The custom models provide an additional 6-in. drop for greater cubic capacity

and Firms are Arranged Alphabetically

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**DA Directory & Census  
of  
Physical Distribution**

This new 17 x 22-in. broadside, printed both sides, includes a raft of information vital to the field. Included are: Industrial Traffic Manager Census by state and by industry, Public Warehouse Census, DA Motor Vehicle State Tax and Fee Guide, DA Piggy-Back Service Chart, and Transportation Statistics for all modes of public carriage.

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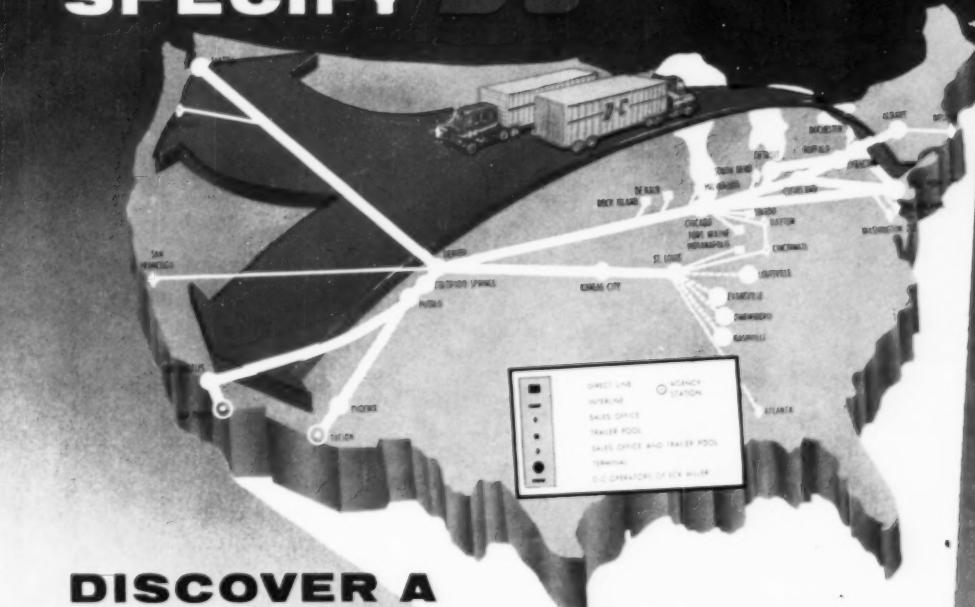
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